

BUSINESS

AIR TRANSPORTATION

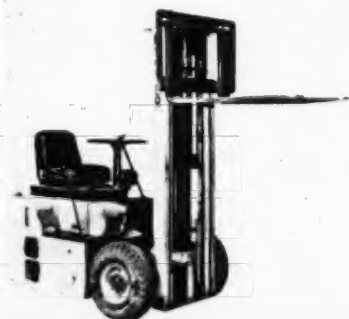
VOL. 22, No. 4

APRIL, 1953

★ ★ ★

THE AIR MAGAZINE FOR THE BUSINESS EXECUTIVE

★ ★ ★



Today's AIR COMMERCE and AIR SHIPPING

A NEW APPROACH TO AIR SHIPPING
VIA AIRFREIGHT
A DISSENTING OPINION

• WHAT FISCAL FOG?
• AIR CARGO BOUND TABLE
• THE CARGO SITUATION IN EUROPE AND THE U. S.

THE WORLD'S FIRST AND ONLY AIR CARGO MAGAZINE

Tropical Fish

to

TV Sets



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BY
AIR



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First in Aviation



AIR TRANSPORTATION

The World's First and Only Air Cargo
Magazine . . . Established
October, 1942



MEMBER OF CONTROLLED CIRCULATION
AUDIT, INC.

AIR TRANSPORTATION, published once each month, thoroughly covers the entire air cargo industry for the benefit of all those engaged in shipping and handling domestic and international air freight, air express, and air parcel post, as well as using the domestic and international air mail services. Included in AIR TRANSPORTATION'S wide coverage are: air shipping, cargo plane development, rates, packaging, materials handling, documentation, air cargo terminal development, insurance, routing, interline procedures, new equipment, commercial airlines, military air transport service, air freight forwarders, personnel and business air travel.

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TWA announces More Shipping Space to Europe



Now Two ALL-CARGO Round-Trip Transatlantic Flights Weekly

Effective April 1, 1953—TWA (Trans World Airlines) inaugurates a *second* transatlantic round trip, all-cargo flight *direct* to Paris . . . with regular "Speed-pak" service to Germany, Switzerland, Italy, Greece, Egypt, Israel, Saudi-Arabia, Iran, Iraq, India, and now Ceylon.

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1. **Booking service** for shipments of 100 pounds or more . . . assuring on-time deliveries.
2. **Confirmation of delivery** available a few days after arrival of shipment at destination.
3. **One-airline service** between 60 cities throughout the U. S. and 21 world centers abroad with a single air waybill simplifies shipment handling.
4. **Fast, frequent transatlantic service.** All daily TWA flights carry air cargo, and there are 56 crossings east and west every week.

TWA-trained personnel are ready to serve you at all times. Be smart . . . save money . . . insist on routing your shipments via TWA. It's the modern way to get goods to market in a hurry . . . and at low cost. Phone your nearest TWA office today.

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ALL TWA FLIGHTS CARRY AIR MAIL AND AIR CARGO

A New Approach to Air Shipping

By John C. Emery, Jr.

Regional Manager, Emery Air Freight Corp.

DURING THE PAST World War, a new approach to the handling of urgent airfreight was born. Eventually this idea was to become the present basis for operation of the Emery Air Freight Corporation.

The U. S. Navy had need for a service or system that would provide personal care, protection and speed to much of their critically needed material that was wanted "as of yesterday" at the four corners of the globe. A precise system of handling and forwarding of the Navy's deadline freight had to be set up and put into actuality. John C. Emery, Sr., then a Commander in the Navy, was called upon to help set up this new phase because of his previous experience of over 30 years in the transportation field.

A more thorough explanation of the unique features of the Navy plan for air forwarding that has been integrated into the present Emery Air Freight method will follow. Suffice it to say that in 1946, Emery, with a group of men who had worked with him in the Navy, decided that American business had a vital need for the successful method of airfreight forwarding they had developed during their Navy experience.

With a sound idea in mind and the managerial talent available to make it work, they set out to raise \$225,000 through the issuance of company stock. While this was easier said than done, their financial goal was reached and four offices were opened in 1946—New York, Chicago, Los Angeles and San Francisco. Top management of our new company included John C. Emery, Sr., as president; Leonard G. Hunt—formerly associated with well-known Wall Street investment banking companies—as vice president; and H. J. Snyder—one of the original men with Emery in the Navy—as operations manager.

It was a good day back in 1946 when even one shipment was handled by each office. This was because it was necessary to make up a special contract for any shipper who was of a mind to use our new service. Finally, after a slow but sure start, the Civil Aeronautics Board saw fit to issue Emery Air Freight Corporation a Letter of Registration. This was back on November 1, 1948. This



in effect allowed us to operate as a common carrier and further allowed us to dispense with the cumbersome individual contracts with our shippers. Proof of the shippers' acceptance and approval of the validity of Emery's approach to a service called "The World's Fastest Transportation Service" was their response via the increased business we handled. From a meager gross operating revenue in 1946 of \$30,000, it soared to our record high of almost \$5,000,000 in 1952.

Basically we have designed an airfreight service which literally combines speed, control and flexibility. In its simplest application we offer (1) an immediate pickup by our own trucks day or night, 24 hours a day; (2) a special run to the airport immediately after pickup; (3) forwarding on the first and fastest flights of any and all airlines; (4) immediate diversion to fast surface carriers in the event of bad weather or airline backlogs of freight; (5) special personal protection at important transfer points; (6) constant touch with each shipment by teletype alert to Emery destination offices of pending arrival; (7) another special delivery direct to consignee upon arrival of the flight; (8) immediate and exact time of delivery and signature of consignee available to shipper without charge upon his request. We have tried to combine the advantages of airfreight and air express with a few added refinements and exclusive advantages of our own design. Together they add up to a service which we honestly believe is unmatched for transportation dollar value.

Our theory on introducing our service to industry is to do it by making ourselves thoroughly aware of the needs of each field of commerce. Our first taste of business came in working with the financial printing houses in lower Manhattan. Along with any new stock or bond issue is prepared a brochure called a prospectus. We were called in to expedite these prospectuses to the various members of the underwriting group all over the country. Overnight delivery in a matter of hours to various investment dealers was a pre-requisite, and our

(Continued on page 29)

AIR TRANSPORTATION has asked a number of the leading figures in the air cargo industry to comment on the Civil Aeronautics Administration's recent survey of the field and the conclusion to which it came that air cargo traffic will triple its present volume. Printed here are some of the answers received coupled with some definite views about airfreight.

AIR CARGO ROUND TABLE

**Thomas L. Grace,
President, Slick Airways**

THE STUDY, "Domestic Air Cargo Forecast," prepared by the Civil Aeronautics Administration, is a well prepared and very fair appraisal of the prospects and some of the problems of the airfreight industry.

The Civil Aeronautics Administration's forecast of 400,000,000 ton-miles for domestic airfreight by 1955 (including air express and excluding air-mail) and 6 to 800,000,000 ton-miles for 1960, in my opinion is highly probable. I believe that the 1960 forecast has a very good chance of being exceeded, if the airfreight industry receives freight planes which have been specifically designed for airfreight, and which meet the specifications for airfreight planes laid down by the Technical Subcommittee of the Prototype Aircraft Advisory Committee. Such airplanes would operate at a direct cost of 3.5¢ per available ton-mile. This would make possible rates of 8¢ to 10¢ per ton-mile. These rates would enable airfreight to compete cost-wise with railway express, and LCL rail and LTL truck movements. The potential at these rates is measured in the billions of ton-miles.

The effect of low rates is seen in the comparison between the growth of air express and airfreight. Air express after many years, has attained a peak of about 40,000,000 miles, whereas domestic airfreight volume in 1952 was over 220,000,000 ton-miles. There is no question that the rate which the airfreight shipper pays, approximately 15¢ to 18¢ per ton-mile, compared to the rate which the air express shipper pays, about 60¢ per ton-mile, has much to do with this disparate growth. The amount of small package business alone, which moves over 600 miles or

more on surface carriers, is about two billion ton-miles. With low rates such as would be possible with aircraft having direct operating costs of 3.5¢ per available ton-mile, there is little doubt that the air penetration of the small package business alone would amount to several hundred million ton-miles per year. I think it would be a contribution to the development of airfreight if the Civil Aeronautics Ad-



ministration would investigate the small package field and come up with an objective survey of its possibilities, as they have done in their present survey.

The conclusion of the CAA study, page 43, "if the airfreight industry is to get the type of aircraft it needs during this period, (between now and 1960) it is more likely to be the outgrowth of future military design or possibly of Federal financing of prototype development," is unfortunately true. As an airfreight operator, I have found it difficult to persuade manufacturers to invest the huge sums needed for the development of a truly airfreight airplane. In such a new industry as airfreight, it is difficult to persuade investors to supply the capital necessary for large scale expansion without their being assured that such new efficient airfreight equipment will be forthcoming and that the airfreight industry will be treated by the Government as an equal partner with the passenger carriers, in the air transportation system. As you know, the all-freight carriers are still denied the privilege of carrying air express, air-mail, or air parcel post. I think the airfreight airplane for which the Prototype Aircraft Advisory Committee has

laid down the broad specifications can be built with the cooperation of the manufacturers, the Federal Government, and the airfreight industry. If built, it would find a ready and expanding market and private capital would stream into the airfreight industry.

Although all-freight carriers have not made large profits by carrying airfreight, they have nevertheless shown a record second to no American industry in holding increases in airfreight rates since 1946 far below the rate increases for all other means of transportation and much below the average increases for all industries. Had the railroads not increased their rates by almost 65% since 1946, there is little doubt that their losses would have run into hundreds of millions of dollars. The airfreight carriers, on the other hand, increased their rates since 1946 by only about 25%. Airfreight carriers—wisely, in my opinion—chose to develop the airfreight business by absorbing costs rather than sharply raising their rates. I have no doubt that airfreight is a profitable business now, and will be increasingly profitable in the future.

In concluding, I would like to say that the Civil Aeronautics Administration's study should be required reading for all officials in the new Administration who have anything to do with air transportation.

**E. L. Dare,
Manager, Air Cargo Sales,
United Air Lines**

IF PROGNOSTICATORS used the same assumptions in forecasting air cargo volume for 1960, and if these assumptions were interpreted in the same way, there would be agreement

in final figures. Lockheed and the Civil Aeronautics Administration clearly use different statistics and interpretations, hence a spread of some 300,000,000 ton miles in their estimates.

Forecasters in every field have to juggle unknown quantities which can



upset their predictions, no matter how carefully drawn. The unknown factors increase in proportion to the length of time covered by the forecast. Seven years is a long way distant even when viewed through the clearest crystal ball. In 1960 we shall know whether Lockheed or the CAA is more nearly correct. Meanwhile their estimates are merely "educated guesses."

We at United have made our educated guess for 1960, guided by such criteria as past and present rates of market expansion, acquisition of new equipment, and national economic trends. Our estimate is more in agreement with the CAA forecast. We expect air cargo to continue its vigorous growth but not to the extent of tripling its 1951 volume by 1960. Our outlook might be described as conservatively optimistic.

United's lift was increased by 34% in 1952. In the year unfolding there will be a further increase of 20%. The company currently is taking deliveries of 55 Mainliner Convairs, which haul 2800 pounds of cargo. The last of 21 DC-6Bs, each carrying 5500 pounds of cargo, will be delivered this year and beginning in 1953 the first of 25 DC-7s will be received. The latter carry more than 10,000 pounds of baggage, air-mail, express and freight. Added to our present fleet, the new aircraft will provide shippers with the best service in United's history.

Our merchandising plans are geared to the extent of our cargo capacity at any given time. We have on tap a scientific sales approach which calls for intensification in pace with each addition to lift. Since the increases already blueprinted are substantial, it can be set down as certain that our selling will be stepped up in many areas in months ahead.

We expect to see a healthy increase in foreign air cargo, assuming that the trade tariff situation remains in status quo. If the Administration should readjust tariffs, fluctuations in air cargo from overseas will of course follow. Here we come to one of the unknown quantities on which the ultimate accuracy of predictions hinge.

Our president, W. A. Patterson, has pointed out that the possibilities for improvement in ground handling of cargo are virtually unexplored. In line with his thinking, it is safe to assume that by 1960 manual handling of cargo will have been greatly minimized in our operations. Mechanization should enable us to do the job faster and more economically.

Gerald J. Kellar, Cargo Sales Manager, Chicago & Southern Air Lines

ANY PREDICTIONS on the future of air cargo must be harnessed with the same speculation as a forecast on the future of any other business and probably the record of past achievements in this field would be the most accurate barometer to use in projecting the present into the future.

Our aircargo volume has been consistently growing with shippers whose businesses have been consistently growing and we are hoping that our logic is not in error in gearing our forecasts for prosperity to theirs. The fact that increases in business complement increases in aircargo has been particularly evident in our international service where regular users of aircargo shipping have progressed from a modest beginning a few years ago to a present-day respectable volume. These companies have plans for even greater increases and we are hopeful that their prosperity will be reflected in aircargo prosperity. Their million-dollar investments include air cargo as a part of their transportation scheme and our forecast of an increase of 100% does not appear overly optimistic in view of their forecasts of 2-300% increase over today's business.

To share in this prosperity C&S is accelerating its solicitation and advertising to a lesser degree and concen-

trating to a greater extent on whatever improvements in service can be effected. Often these small "added" services are the greatest present need to shippers and the most important of all individual phases.

If C&S aircargo service can be instrumental in bringing prosperity to our shippers, it will be our aim to help ourselves by aiding them.

Alvin E. Levenson, Cargo Manager, KLM Royal Dutch Airlines

IN KLM, CARGO is a profitable business throughout the entire system. Over the North Atlantic alone cargo represents between 30% and 40% of the gross revenue and shows a very neat profit. KLM has helped itself with regard to this, by careful planning through trimming its ground handling costs, improving its warehousing, and by keeping its overhead to a minimum.

KLM is interested in air cargo as such. It considers air cargo a business—not a supplement to passenger business—and has purchased two DC-6A Liftmasters at a cost to the company in the neighborhood of \$3 million which is a vote of confidence in the future of air cargo. KLM, as well, realizes that the major costs of the air cargo business are in direct relation to the number of small consignments han-



dled and that the costs of our operation may vary with other carriers since KLM operates all cargo equipment on every one of the most important freight routes.

(Concluded on page 30)

Intending to show that a recent article proving that airfreight operations were not profitable was, in the main, misleading, inaccurate and harmful.

WHAT FISCAL FOG?

By Milton A. Caine,
Managing Editor

AN ARTICLE appeared a short time ago in that dean among business papers, The Wall Street Journal, announcing the fact that despite a prodigious gain in volume of 600%, air cargo was making money on 'sidelines' only—that is, on military and charter operations rather than on the straight flying of freight. In big letters the article proclaimed:

Air Cargo Carriers Fly
In Fiscal Fog Despite
A 600% Traffic Gain

This fiscal fog, made up more of fancy than fact, like all fogs tended to obscure certain objects and to distort others. This so-called fog needed sharper penetration than it received and, having clouded the landscape long enough, needs now to be lifted.

One of the errors made by peering through this fog revealed a tendency on the part of the authors to jump to conclusions based on facts that are only partly true. The 'big four' passenger airlines engaged in air cargo operations, according to this article, are TWA, United, AA and Eastern. The inclusion of the last carrier as one of the airlines "which also operate air freighters" is not only puzzling, it is also incorrect. By comparison with the other three and even with most of the other major airlines in the United States, Eastern's role in the airfreight field is virtually negligible. Eastern has not as yet gone into air cargo with any large degree of endeavor—although such steps are being contemplated—and to put Eastern into the picture is to give weight to an argument based on 'surface' observations only. While small in itself, this error indicates a certain degree of laxity in checking one's accuracy. If Eastern admitted that it has not made money from airfreight operations, it was un-

doubtedly telling the truth. It has not done enough to make money with airfreight. But should it be part of the article at all? Obviously not.

Rather curious also is the fact that United was, according to the Journal, one of the 'big four' to admit that air cargo is not profitable at present, and yet United is nowhere else in the article quoted or mentioned in support of its own statement. Since one of the 'big four' can be disqualified because it does not handle much airfreight, and the other has not put forth any evidence in its behalf, that leaves only



the other two to be reckoned with. Of the remaining two, TWA has recently stated that about 3½ million of the 7 million dollars it had grossed during 1952—or just about 50% of its income—came from its international freight services. Nothing at all was said at the time about its domestic airfreight services, which must have raised the percentage even higher, or better than 50%. Passenger traffic looks bad by comparison, a fact in direct contradiction to that offered in the 'fog' article. As for the other carrier, C. R. Smith, president of American, back in 1947 testified that he was making money in airfreight. Since 1947, as everyone knows, the entire aviation industry, including its airfreight branch, has been consistently improving. In October of 1952, AA, which claims to carry more freight than even The Flying Tiger Line, went over the million dollar mark in air cargo operations alone. Said the carrier's assistant vice president and general sales manager, C. R. Speers,

Jr., "The million dollar month for Airfreight should be a common occurrence in the foreseeable future, probably in 1953." How sharply this contrasts with the statement accredited in the Journal to "the president of one top airline" who was quoted as saying, "Anyone who says he is making money out of carrying airfreight is just plain cockeyed."

Not making money, and yet Pan American World has ordered three DC-6A *Liftmasters*, has allowed for more cargo space on its transports and has reinstated all-cargo service over the Atlantic. TWA has also reinstated all-cargo service over the Atlantic. Braniff just began an all-cargo service in midwestern U.S. American has recently given itself more cargo room on its DC-6Bs. The Flying Tigers expects soon to receive its seven cargo DC-6As. BOAC for the first time has ordered five freighters, Sabena expects to receive two, Seaboard & Western has also ordered five.

Cargo volume has grown at a prodigious rate, that's true, but would the airlines bother with it if it weren't profitable? Would they embark on their extensive cargo sales campaigns and invest millions of dollars on new equipment for a losing proposition? Is it good business practice to throw good money after bad if that money were really as bad as we are supposed to believe? It is true that the airlines have carried freight and lost money on it and still continued to carry freight. But it is one thing to carry freight on whatever room happens to be available, depending upon passenger no-shows and such, and it is another to expand one's cargo space and fleet at the cost of many millions of dollars to accommodate airfreight. There isn't

(Continued on page 30)



Four of the country's top fashion models flew recently to Australia for a series of "The Neiman-Marcus Collection of American Fashions" shows held in the land down under. These four, plus news-reel photographer, travelled on the same plane that carried their 150 complete costumes for shows which moved . . .

Via Airfreight by Marihelen McDuff

SUCCESS is seldom an accident. Nor is it an accident that Neiman-Marcus, a comparatively small specialty store in Dallas, queen city in that improbable state of Texas, is one of the most-widely-known distributors of fine quality merchandise in the world.

Since this store first opened its doors some 45 years ago, it has pursued a progressive and aggressive policy both in the assemblage and distribution of its stocks. For many years airfreight has played an important role in this assemblage and distribution.

Before World War II, the store was using air transport for special deliveries of furs, jewels and apparel to its customers scattered over the United States. The store became a large user of airfreight in the fall of 1944 with the steady receipt of apparel from the New York fashion market. For several years before that, it used package consolidation methods to take advantage of 100 pound express and freight rates. When airfreight became standard procedure, it was a simple matter for Fred Butler, traffic manager in the Dallas store, or for the traffic manager of the store's New York office, to specify shipments to move by air.

Early in 1946, Neiman-Marcus signed a contract with Slick Airways, Inc., and shipments began to move on a daily schedule from Manhattan and the West Coast into Dallas.

In December 1946, Neiman-Marcus had dramatic proof of the great and basic value of air transport . . . time. The store suffered a disastrous pre-Christmas fire which was headlined by newspapers across the country as de-

stroying one of the most expensive and carefully selected stocks of Christmas merchandise in the country. Before the smoke died down, Neiman-Marcus buyers were on planes headed for the market centers of the nation—New York, Chicago, the West Coast—and in a matter of hours merchandise started pouring in via airfreight. On December 10th, the store received what is to date its largest single airfreight shipment . . . 12,000 pounds of desperately needed merchandise. Slick and other airlines operating into Dallas gave invaluable help during this period.

The happy ending for the exhausted store management, staff, concerned business associates and customers was that the store—repainted, redecorated, filled with fresh, interesting stocks of Christmas merchandise—reopened at the end of three business days. This has gone down in the annals of retailing as one of the quickest recoveries ever achieved from a disaster of this sort. And in it Slick and airfreight played a major role.

As Los Angeles grew in importance as a fashion market, this store established the package consolidating principle there. Instructions went to manufacturers and to the store's buying offices in San Francisco and Los Angeles to have vendors deliver small shipments to the consolidator for daily forwarding via airfreight. Store cost figures proved it less expensive for the store to receive co-ordinated shipments via airfreight daily than to receive small shipments from individual shippers via conventional surface transportation.

At first, there was considerable ship-

per resistance to consolidator delivery procedure; however, personal letters from store president Stanley Marcus to each vendor pointing up the advantage to them of having their merchandise in the store the next morning after shipment brought desired results.

With the advent of specific commodity rates and later directional rates, Neiman-Marcus' use of airfreight increased. The store now uses airfreight to move commodities ranging from original Picasso paintings, furniture and cosmetics to ice cream. Air shipments to the Dallas specialty store are no longer confined to New York and Los Angeles; but have made the whole country an overnight market.

Each September, the store has a Fashion Exposition during which the famous Neiman-Marcus Awards, the "Oscars of the fashion industry," are presented to designers and leading figures in allied fields who have made a distinguished contribution in the field of fashion. The Fashion Exposition itself is one of the largest and most elaborate presentations of fashion in America. The finest in apparel, accessories, furs and jewels in this country and abroad are assembled for the exposition. Shipments for this event are handled exclusively by airfreight because of the urgency of rapid delivery.

On the international scene, designs from the French haute couture, from the fine accessory makers of Italy, Switzerland, England, France and Belgium, and pieces from the antique markets of Europe arrive by air in great proportion, not only because the

(Continued on page 29)

Do We Want A Negotiable Airwaybill? Yes or No?

A Dissenting Opinion

by Geoffrey Pett

Cargo Superintendent
British European Airways

WORTHY indeed are the aims of AIR TRANSPORTATION as set out in the article "Where Do We Go From Here?" in the January issue. If I did not generally agree with that I would not have read the article, nor would I be considering the aims set out in the article. My genuineness must, therefore, be granted.

AIR TRANSPORTATION has an intention to "nose out the problems which are holding back the industry." This extract means to me the investigation of problems which hold back the air transport industry—not shipping, not export sales nor international sales per se, but all of these things as they impinge upon actual carriage by air. It is therefore, with mixed feelings that I read that AIR TRANSPORTATION feels the absence of a Negotiable Airwaybill is a matter which is "holding back the industry." The question I asked is—is this true? Remember for the moment that I am not interested in mere world trade but solely in carriage by air. It is to my mind significant that although the supporters of the suggestion are alleged to include traffic men (air transport?), the only men who have lent their names to this suggestion are professional men of high integrity and esteem, but they are, nevertheless, engaged in world trade as their industry, not in air transport. Are we quite sure that in this matter we are not bowing to the traditional instead of using history as it should be used, namely as an example of what did happen and why, and considering if the same conditions can give us the same or different answers?

The Negotiable Bill of Lading developed because of the difference in speed between cargo ships and clipper ships. Even today the mail ship only alters course at sea in answer to an SOS whereas the cargo ship may operate

peripatetically providing maximum revenue is achieved. The use and need of a Negotiable Bill of Lading in such circumstances can be fully appreciated, but in the use of a new medium of transport we must examine dispassionately and without being hidebound by tradition the conditions which created the Negotiable Bill of Lading to see if those conditions still apply or if in dealing with a new medium the answers are perhaps different. While I am a great believer in learning from other people's mistakes and from history, I will not accept that traditional practices are always the best, and believe most strongly that in handling our new medium we must consider lessons of the past and look into our own problems and our own future. If a look into the crystal ball does indicate the same conditions and results as in the past, then by all means we should accept and adopt the solutions already worked out for us, and which have been tried and tested by our counterparts of other times, using what was then a new medium.

Objective View

Are the problems and conditions of air transport the same as those of traditional transport? Are the answers the same or must we refuse to be hidebound by tradition, discourage the traditional and suffer to be called "revolutionary"? To be called a revolutionary because we do not follow tradition is nothing new to those of us who spend our lives as air transporters, so let us not shirk our job now merely on this score, but let us at last honestly examine the problem.

What is the purpose of the Bill of Lading? In a famous British Law case

the learned judge defined the Bill of Lading as "The key, which, in the hands of the rightful owner, is intended to unlock the door of the warehouse, floating or fixed, in which the goods may chance to be." Apart from its other functions it constitutes a certificate of ownership, and examine it as you will you would find that the only differences between the Bill of Lading and the present non-Negotiable Airwaybill is that the former constitutes a title to the goods, whereas the latter does not.

What is the effect of this absence of title incorporation in the Airwaybill? Does it mean that there is a higher risk of goods getting into unauthorized hands? Definitely not. The fundamental principle of delivery of air cargo is that the consignee named on the Airwaybill, and he alone, is responsible for, or able to give, valid and admissible instructions for disposal of the goods. If such named consignee fails to, or refuses to, give delivery instructions then only the consignor can re-dispose the goods, and even then he must produce his copy of the Airwaybill at the time of giving those instructions as his bona-fides.

In air transportation there can be no complexity resulting from unauthorized possession of an Airwaybill, since possession of the consignee's copy of the Airwaybill does not constitute entitlement to the goods.

ONE of the advantages of carriage by air is the speeding up of the delivery of goods from the manufacturer to the buyer. Does the absence of a Negotiable Airwaybill affect this? I feel the most bigoted surface transporter would withdraw his support to such a suggestion. The fact that the consignee is named on the Airwaybill

(Continued on page 32)

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USE
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VOL 22

APRIL, 1953

No. 4

Wants More Cargo Business

MIAMI—More import-export airfreight moves through Miami's International Airport, the city's officials boast, than through all the other airports of the nation combined. And tonnages, they add, have been increasing from month to month. Not content with this, however, a campaign has been started designed to increase this volume of airfreight as well as to make Miami an industrial center for Latin American trade. Combining their forces for this two-fold objective, both the Airport and the City of Miami have issued two publications for distribution to more than 2500 shippers and exporters throughout the nation. The first of these is an air shippers' handbook quoting rates and routes from just about every point in the country to Miami, and from Miami to all centers in Latin America. The city brochure lists the advantages inherent in the maintaining of a factory, plant or warehouse within the city. This latter publication also proves that it is cheaper, safer and faster to ship products manufactured in the Middle West by air through Miami than through any other medium or point.

3-Way Service Started

SEATTLE—As a perfect example of co-operation among the three forms of freight transportation, a new combination rail-ocean-air cargo service was begun by Wien Alaska Airlines and Ocean Van Lines. This plan, connecting Seattle-Tacoma with 69 communities in northern Alaska, offers a one-charge bill including pickup and delivery from the shipper to the original carrier, warehousing and handling, cargo insurance, wharfage, transportation and delivery to the customer. The only requirement listed is that air shipments must total no less than 100 pounds for pickup service.

The system works as follows: Cargo is loaded at the Seattle-Tacoma point and put into a van. This in turn is loaded aboard a ship, carried either to Seward, Anchorage or Whittier and taken by the Alaska Railroad to Fairbanks. Wien Alaska takes over from there with airfreight service to such destinations as Kotzebue, Point Barrow, Hot Springs, etc. While seemingly involved, the one-charge bill helps greatly to simplify matters for all concerned.

Withdrawal Listed

WASHINGTON, D. C.—From the Treasury Department here in the nation's capital has come notice of the withdrawal of alcohol, distilled spirits, wines and fermented malt liquors either free of tax or with benefit of drawback for use on certain aircraft. This directive (Treasury Decision 53046) pertains to those countries whose aircraft are engaged in foreign trade.

Pan Am Urges Rate Reductions For Transatlantic Air Cargo

NEW YORK—In an attempt to stimulate the growth of two-way trade across the Atlantic, Pan American World Airways has proposed a 45% cut in transatlantic air cargo rates for bulk shipments. This cut in rates would allow a wide variety of air cargo items to underbid surface costs in the Atlantic trade, said the carrier's Willis G. Lipscomb, vice president traffic and sales. The proposal, in effect, calls for a reduction of 45% of the rates for air shipments weighing more than 1100 pounds, meaning that bulk shipments would travel for 60 cents per pound from New York to London as contrasted with the current rate of \$1.10. While charges for small shipments would remain unchanged, the lower bulk rates would encourage freight forwarders to consolidate small shipments as a matter of greater economy.

Air Forwarder Lists Gains, Most Due to Machine Parts

NEW YORK—Organized only since the war, Emery Air Freight has found the forwarding of airfreight shipments very profitable indeed. Current estimates claim that Emery had grossed about 4.6 million dollars in 1952, or about \$120,000 in net income, and that the 1953 figure will come to about 5.7 million dollars. In 1951, the firm's revenue came to \$3,451,479, a rise of 69% over 1950's total. This constituted the largest dollar gain made by Emery in one year.

Notes Growth

About 60% of the revenue received by Emery came from manufacturers and distributors. Three years earlier, these sources accounted for only 21% of the business. This, noted the firm's president, John C. Emery, best illustrates the fact that the airfreight business has grown up and is now being used as a regular means of shipping by many industries which a short while ago used airfreighting only in emergencies.

Though the major portion of the firm's activities concern automobile, aircraft and electrical equipment parts, etc., Emery, which maintains offices in 27 cities, claims to handle about 90% of financial printing—mostly prospectuses—and a considerable volume of material concerned with the graphic arts and publications. Only about 10% of the firm's volume has to do with emergency shipments. For 1953, Emery has announced a series of broad organizational changes, and the grouping of its branch offices into four main regions. Three or four new offices may also be opened shortly.

"If international air cargo," said Lipscomb, "is to play its part in stimulating the growth of two-way trade, we must break away in the Atlantic as we have in Latin America from an air cargo rate structure geared to small shipments. We must use our expanded capacity and new equipment to keep the sales forces of American manufacturers in the same close sensitive touch with a market half way round the world as they now have with the domestic market."

Proof that the proposal is practical was offered by Lipscomb, who said that Pan Am had been underbidding surface transportation for the past four years in the Latin American markets on the overall costs of cargo shipments due to special rates that encourage bulk shipments. As opposed to the higher insurance rates necessary for surface transportation, the higher costs of loading, unloading, warehousing and crating, the higher allowance for breakage and pilferage, the proposed special rates would "enable air transport to beat surface transport costs," Lipscomb maintained, "often by substantial margins."

Still hampering air cargo business, he noted, are the more than 3000 different charges for special commodities where "women's dresses have one rate, newspapers another, drugs another, and so on . . ." In place of this, the airline suggested that a similar principle be applied to cargo that has proved successful with transatlantic passenger service. "The principle," he said, "that a low unit rate and greatly increased volume broadens and strengthens the whole base of operations is just as true in the cargo business as it is in the passenger field. In Latin America, in the fields of electrical appliances, spare parts, drugs and textiles, air transport has already won the major share of the total shipments."

"Air cargo has proved that it is less costly than surface and the added speed and convenience of shipments have meant greater penetration of foreign markets by our American manufacturers."

AIRFREIGHT FORWARDERS

AIRBORNE FLOWER AND FREIGHT TRAFFIC: H. B. Obermuller has been named assistant general manager of this firm, which is a CAB certificated domestic and international airfreight forwarder. Obermuller has 23 years of experience behind him in domestic and international air transportation and finance, and his new post makes him active in the firm's administration. Before coming to Airborne, he had been treasurer of Transocean Air Lines.

► **American Shippers:** Certain executive changes have been made, it was reported, within the organization. These were: Al Krause, former vice president and regional manager, now president; and Gerow F. Miles, former division manager of Slick Airways, now general sales manager of this forwarding firm. Both of these men have also been elected to the board of directors.

► **Emery Air Freight:** This organization's newest and largest terminal building was opened recently in New York City. Located at 241 East 36th Street, this terminal's greatly expanded facilities replace the original terminal building constructed for the firm only four years ago. Another series of executive promotions that mark Emery's current program of expansion have just been announced.

From Boston sales representative to branch manager at Rochester went C. R. MacLauchlan. S. R. Goldsborough has been made branch manager of the firm's Indianapolis office, and R. P. Hunt was made manager of the office at Detroit.

Asks To Fly Air Express

WASHINGTON, D.C.—An application has been filed with the Civil Aeronautics Board here by Slick Airways requesting immediate permission to carry air express, airmail and parcel post at non-subsidy rates. In making its application, the all-cargo carrier pointed out that the Express Agency and the passenger lines have not yet complied with the CAB's order for revising the basic air express contract, and has asked for a rule to show cause why Slick should not be permitted to be a party to the present air express agreement. Should permission be granted the airline, officials of the company feel that its carriage of air express would prove valuable to the CAB by providing realistic cost figures of an all-cargo line carrying air express for comparison with the known costs of other-type airlines carrying air express. A further point was made of the fact that additional capacity would be available to the Express Agency, and that, coupled with a reduction in rates, would increase the current volume of small package traffic. No decision has, as yet, been tendered by the CAB concerning this request.

Lists Cargo Gain in India

CALCUTTA—With a fleet of 17 Dakotas, Airways India flew a total of 35,592,446 pounds of airfreight during 1952. Thus the total increase recorded came to 16% over the 1951 total. The amount of mail flown also increased while passenger traffic showed a slight decline during the year. With a shortage of aviation fuel hampering movements in India and a general trade recession there, Airways India still considered the growth in its activities as an encouraging sign "of the progress of Indian air service."



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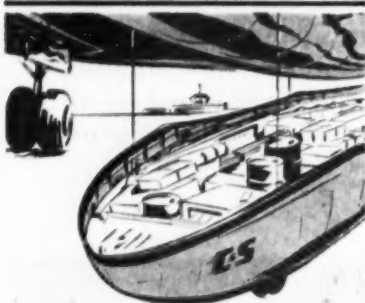
Not all of these Bell helicopters were air shipped to their destinations, of course, but the large photo does show the very first that was turned out for export. Flown from New York to Paris by Seaboard & Western Airlines, the "eggbeater" was used for crop dusting and agricultural work by a French government agency.



Whole blood is a frequent item on airfreight manifests. No other form of transportation can save so much valuable time in bringing the precious merchandise to its appointed destination. Speed often means the difference between life and death, and between profit and loss as well.

KLM Takes 1st Place in Cargo Plans to Double Volume in 1953

THE HAGUE—Having flown 7 million pounds of airfreight over the Atlantic Ocean in 1952—4 million eastbound and 3 million westbound—KLM Royal Dutch Airlines again took first place among foreign flag airlines as the biggest carrier of transatlantic airfreight according to volume. As such, it finished on a par with Pan American World Airways for top honors in total volume and has now announced that it plans to double its cargo volume this year. Airfreight, said the company's spokesmen, constitutes a higher percentage of KLM's total revenues—about one-third of its gross between Europe and the United States—than it does for most U. S. Airlines.



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At present, KLM flies three weekly round trips between Europe and the U. S. with DC-4s. Two DC-6A cargo planes are on order as well as nine Super Constellations, these last to allow more cargo space on the airline's passenger services. With these additions, cargo capacity will be doubled, and, added Alvin E. Levenson, KLM's cargo manager of its North American Division, economies in operation and faster planes will make it possible for the carrier to reduce its rates. The new DC-6As can be operated about 30% cheaper than present cargo planes, and the lower rates will encourage more shippers to send their shipments by air. Lower rates, Levenson stated, will attract additional business from the textile and wearing apparel industries.

One of its more recent cargo shipments consisted of 600 pounds of royal regalia that recently had been exhibited in the United States. The exhibit consisted of the huge collection of authentic replicas of the crown jewels of England and other items to be used in rehearsals of the coronation of England's queen. In replica were the jeweled British crowns, the Coronation Chair, the Royal Scepter, Stone of Scone and many other items pertinent to the coronation ceremony.

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All-Cargo Lines Carried More Freight, Says TAG, Than Passenger Lines Admit

WASHINGTON, D. C.—According to the newly formed Transport Air Group (see AIR TRANSPORTATION, March, 1953) domestic airfreight traffic last year on the nation's four scheduled cargo airlines came to about 122,798,000 ton miles. This, said TAG's executive vice president, L. R. Hackney, represents a gain of 14% over 1951's total. It exceeded the total volume of the country's 14 domestic trunk passenger lines for the second consecutive year by 6%, despite reports to the contrary.

These reports, Hackney noted, issued by the passenger lines tended to show that the airfreight business had no future and that the independent carriers depended largely on military contracts for their livelihood. Actually, the reverse is true, as TAG has discovered. "The freight lines," said Hackney, "handled 25,000,000 more ton miles of traffic than the passenger lines reported and instead of freight line traffic declining 7.9%, it gained more than 14%.

"We are at a loss to know how the passenger line group arrived at the figures of the independent carriers but obviously, for one thing, they overlooked the traffic handled by the freight carriers in the form of domestic charters (which) are an integral part of the airfreight business and are utilized by many companies when they want to move large volumes of freight fast at the lowest cost."

Considering that only four independent lines carried more traffic than 14 trunk passenger lines for two consecutive years, Hackney wondered "whether efforts to disparage the record of the airfreight carriers were designed to protect the subsidies" that the passenger lines receive. Despite the implication made by the domestic passenger lines that the airfreight lines are losing business and have an unsound financial future, the findings of the Transport Air Group definitely prove that the independent carriers are consistently flying ahead of them in the carriage of airfreight.



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BOOKS

BIG in size, helpful as to content and thorough as to treatment, **Human Factors in Air Transportation**, by Ross A. McFarland, Ph.D., is a must for all people involved or interested in aviation. This book, a study on preventive medicine and safety in both aviation and industry, concerns itself with the safeguarding of the health and well-being of those people responsible for keeping our transports safely in the air. From the man on the assembly line to the pilot in the sky, there is a complex assortment of personnel directly or indirectly responsible for maintaining high standards in aviation safety, and even such things as air sickness and the aggravation of illness in airborne patients are important. The psychological factors in the selection of air crews, the sanitary control of airports and ground facilities, the organization of medical programs expressly applicable to air transportation, these and many other facets of the subject that would never occur to the layman or the aviation enthusiast are brought to the fore by the author. Undoubtedly the best book out on the subject. (McGraw-Hill Book Co., 330 W. 42nd St., NYC.; 830 pages; \$13.00.)

A work of historical fiction concerning the conquest of Mexico by the Spaniards has just been issued that should prove popular. Called **Gods on Horseback**, the book by Samuel G. Baggett is a fine mixture of historical research and exciting fiction. The entire confusion of the Mexican Indians, who couldn't decide whether the thunderous white man was the returned White God that the Aztec War God had driven out long ago, or merely avaricious mortals, forms the central theme. This confusion cost them the loss of their empire and the loss also of many of their lives. Blood, thunder and high romance crowd the pages of Baggett's book, and the entire turbulent story comes to as thrilling a climax as has ever been written. Covering much of the same ground as **Captain from Castile**, there is still no duplication of material; we guarantee that the reader will never be bored with Baggett's story. (The McBride Co., 200 E. 37th St., NYC; 343 pages; \$3.50.)

Not a book but still worthy of particular mention here is **The History of the Helicopter**, a 16 mm sound motion picture put out by the Shell Oil Company.

AID FOR THE FLOOD VICTIMS



An all-out effort was directed by a great many airlines and most humanitarian agencies to aid the flood-stricken people of the Netherlands. As shown above, some 10,000 items of clothing were loaded into an El Al Constellation for shipment to Dutch children and babies. Donated as an emergency gift by the Jewish Agency, this shipment was flown from Israel to Paris where ground crews worked overtime through the night to reroute the load to Amsterdam without delay. El Al itself offered to fly the gift, part of a larger contribution by the Jewish Agency, as unpaid airfreight.

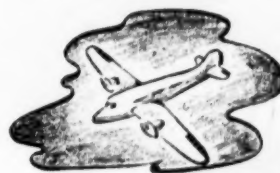
Sabena Belgian Airlines also flew several cargoes of welfare packages to Brussels free of charge. First to go was a shipment of 200 blankets weighing 800 pounds donated by the Foster Parents Plan for War Children and 25,000 vitamin capsules. The second shipment consisted of 383 pounds of water purification tablets, a gift from Abbott Laboratories. Sabena also contributed some clothing and several hundred dollars for relief of the victims of Europe's most disastrous storm.

An average of five missions daily were flown by Fairchild C-119 Flying Boxcars that parachuted food, medical supplies, life rafts, shovels, sandbags, drinking water and even forage for livestock as part of the large scale flood rescue work that demanded fast action and immediate delivery.

Suitable for showings at social, civic, fraternal and church meetings, this film combines historic footage with shots from private film collections and considerable new material to give an accurate account of the development of rotary-wing aircraft from the drawings of Da Vinci to the tandem troop carriers in use today. (Shell Oil Co., 50 W. 50th St., NYC.)

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Urges All-Cargo Service

NEW YORK—Taking a definite stand in favor of air cargo, the Port of New York Authority has urged the certification of a United States flag carrier specializing in all-cargo service between the United States, Europe and the Middle East. In dockets filed with the Civil Aeronautics Board, which has steadfastly refused such certification, the New York agency in effect stated, "It is essential that adequate United States flag air transportation facilities and services, including all-cargo service, be made available between this country and Europe and the Middle East at the earliest possible time."

"All cargo service, preferably on a demand, area-type basis, is the most effective means of developing this important bulk airfreight market." The documents filed with the CAB were designed to show the alleged failure of United States flag carriers presently certificated to develop the bulk airfreight transportation market to a greater extent over the areas noted previously. These are expressly pertinent to the Trans-Atlantic Cargo Case, which is a reopening of the now-famous United States-Europe-Middle East cargo service case in which application was denied by the Board to Seaboard & Western Airlines and Transocean Air Lines for certification of their all-cargo activities over the Atlantic.

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ALLEGHENY AIRLINES: Formerly known as All American Airways, this carrier has announced the election of four new members to its board, who now fill the vacancies left by the separation of the company into two corporations: Allegheny Airlines and All American Engineering. The four new directors are: P. V. Mattes, Henry A. Satterwhite, W. J. Stiteler, Jr., and W. R. Waldeisen, all prominent Pennsylvanians.

Bristol Aeroplane Company: The first meeting of the board announced the appointment of two new directors, William Masterson, C.A., and Dr. S. G. Hooker, O.B.E., D.Phil., D.L.C., F.R. Ac.S. Masterson is a director of two of the company's associate firms and has been with Bristol for 13 years; Dr. Hooker has been with the firm since 1949.

European-American Airlines: New president of this firm, an applicant for a transatlantic all-cargo certificate, is Charles I. Longacre. Also a member of the line's board of directors, Longacre recently fin-

ished an assignment as a consultant to the office of Defense Mobilization with the Vance Committee. He also holds an Air Line Transport Pilot's Rating.

Sperry Gyroscope Company: From his post as manager of public information for Sperry, Carlyle H. Jones has moved on to the position of director of advertising and publicity for the organization. Jones has been with the firm since his return from military leave back in 1946. He is a member of the Aviation Writers Association, National Press Club and Long Island Public Relations Association.

Trans World Airlines: With the election of William A. Purtell to the U. S. Senate, Ralph S. Damon, president of TWA, has taken over his vacancy on the board of directors of the Holo-Krome Screw Corporation. This firm is a wholly-owned subsidiary of Veeder-Root, of which Damon is also a director . . . TWA has announced the appointment of Pierre Desautels to the newly created post of Overseas Director for the airline. With his headquarters in Paris, Desautels has left his post in San Francisco to be filled by William J. Hanley. Desautels has been with TWA since 1943.

Western Air Lines: J. Hudson Taylor has been active in the commercial airline industry for the past 13 years. Quite recently, too, he has been elected vice president and treasurer of WAL. Taylor is just 42 years old and has been with the company during the period of its greatest expansion.

Alaska Air Cargo Gains

SEATTLE—On the upswing here as in most parts of the country, airfreight shipments have been gaining steadily. Northwest Airlines' James Mariner, assistant vice president in charge of sales, noted that NWA flew a total of 392,819 pounds of cargo to Alaska in January, a substantial increase over the 275,244 pounds flown in January, 1952. Airmail and air express to Alaska also gained this January, Mariner said, the former coming to 62,482 pounds as opposed to its previous 13,003 flown last January, and the latter coming to 59,167 pounds, comparing nicely with the 8575 chalked up previously.

NWA, on the whole, has been showing consistent gains. January's overall figures revealed that it had flown 1,934,274 revenue miles, an increase of more than 413,000 over the previous January's figures. Of the former, the total freight mileage reached 808,860, air express ton mileage came to 146,142 and airmail ton mileage reached 395,860, all of them reported to be increases over the previous January's totals.

Forwarder Sees Growth

NEW YORK—As vice president of Universal Air Freight Corp., a division of the United States Freight Company, Robert F. Suewer spoke with authority when he stated that, "The demand for integrated rail-airfreight cargo service to Central and South America has grown steadily." With Universal serving the above localities, Suewer has learned that export shippers there "have found that air cargo offers them the definite, tangible advantages of speed, safety and easier handling, plus simplified processing of the many foreign documents required." In the process, he noted, "multiple routing and expensive crating" are eliminated and that a purchaser's money "turns over much faster." In keeping up with the increasing use of air cargo shipping in Central and South America as well as throughout the rest of the world, Universal plans to extend its own operations as rapidly as conditions permit.

Gets Station and Citation

SAN DIEGO—Construction has recently been completed on a new airfreight station, the first of its type for Lindbergh Field. Prior to this, temporary facilities had been used by the Flying Tiger Line while awaiting completion of the new structure. Designated a combined station-warehouse, it provides 4000 square feet of working area in a new area set aside by the field for the further development of airfreight activities there.

Recognition of the airfreight industry and the Tigers' role in its development has been cited in a resolution adopted by the Assembly of the California Legislature at its 1953 session. "Whereas the phenomenal growth of The Flying Tiger Line, Inc., stated the resolution, "... has established a record unparalleled in the history of aviation; and whereas the speedy transportation of California products to distant markets has brought added prosperity to California, now, therefore, be it resolved by the Assembly of the State of California, that the Assembly does hereby extend congratulations to [FTL] ... for this significant and colorful contribution to the Commercial history of California."

MAILBAG MEMOS

You might be interested to learn that I have considered *Air Transportation* magazine so valuable that I have brought my complete file with me for reference use. These are maintained by year in large 3-ring binders. Using the material contained in *Air Transportation's* various issues has been extremely beneficial and helpful on numerous occasions.

... T.A.G. will look forward to working with your fine magazine with the joint effort of promoting air cargo.

L. R. Hackney
Executive Vice President
TRANSPORT AIR GROUP

We have found articles of lasting interest in *Air Transportation* and feel that it will be a valuable addition to our present sources of information. We look forward to receiving your magazine.

E. O. Heminger
Buyer, Telecomputing Corp.

Haitian Volume Goes On

PORT-AU-PRINCE—The volume of Haitian handicrafts flying north continues at a steady pace. According to the latest report issued by Pan American World Airways, the latest of these items to go to the United States via airfreight were 1360 sisal handbags, 7020 pairs of decorated sisal shoes, 400 dozen seed pearl necklaces and 638 pairs of raffia shoes. In all, the shipment weighed more than 11,145 pounds, and it constituted a small portion of the several tons of airfreighted shoes and accessories that have been recently carried by Pan Am.

Transfer Made by PAL

HAMBURG—As of the first of April, Philippine Air Lines has transferred its operations from Frankfurt, Germany, to this city instead. Frankfurt had been served by PAL on its European route since July, 1952, said Ch. N. Biondi, the airline's vice president-general traffic and sales manager, offering no reason for the change.

New Boxcar Goes to USAF

HAGERSTOWN—To the U. S. Air Force has gone the new production model of Fairchild's *Flying Boxcar*, this type designated the C-119G. Designed especially for cargo and troop transports, the C-119G comes equipped with four-bladed propellers that enable the plane to achieve a better takeoff performance and to increase its payload. Save for the propellers, there is little outward change in the appearance of this sturdy aircraft.

Cargo Line Gets NY Office

ST. PETERSBURG—One of the country's fastest growing all-cargo airlines, Aerovias Sud American, or ASA International Airlines as it is sometimes known, has recently opened an office at 220 Broadway in New York, phone number: WOrth 4-2357. In charge of this office is Charles H. Vasseur, ASA's district traffic manager, formerly with El Al. ASA, recently certificated, is the only U. S. flag all-cargo carrier flying internationally. The area served by this line takes in Central America, Havana and portions of South America.

NYA Flies at Night Too

NEW YORK—This city's helicopter air-mail service, flown by New York Airways and expanded to include airfreight, has recently begun flying its cargoes by night. The flying of night operations was inaugurated to allow the helicopters to double their present service to the city's three local airports and to give added speed to the delivery of the mails and freight. NYA also plans to extend its coverage to include farther reaching sections of Long Island and New Jersey as soon as helicopters and equipment are available.

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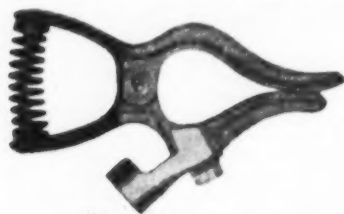
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NEW EQUIPMENT

FOR THE *Shipper & Carrier*

TWECO PRODUCTS COMPANY:

Rounding out its complete line of arc welding ground clamps is a new, low-priced model known as the GC-200 "Cub." This device has a rated capacity of 200

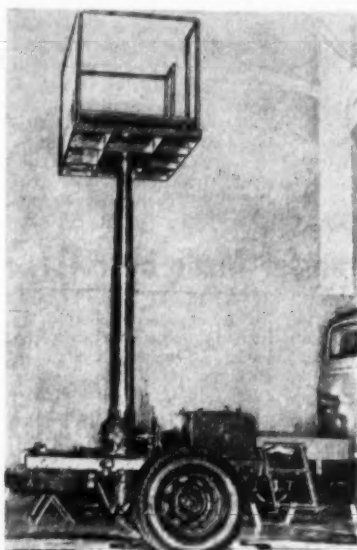


amperes. Since modern welding equipment and techniques demand complete efficiency in the welding circuit, the "Cub" makes it possible to shift ground connection easily and quickly to reduce 'arc blow' and shorten the welding circuit for current economies. Extra leverage is supplied by the protruding upper lip, and a clean connection by the serrated lower jaw. Its wide jaws provide nicely for added conductivity.

► **Minneapolis-Honeywell Regulator Co:** Using just half as much nickel as previous models, a new thermocouple-protecting tube made of a nickel alloy has been introduced. The new protecting tubes, of course, minimize considerably the effect of government restrictions on the use of nickel. Previously, the material used was Inconel. Now it is Incoloy, with half the nickel content of the other substance, which had been curtailed by government order. Incoloy has been approved by the NPA for use in reducing atmospheres over 900°F and in neutral or oxidizing atmospheres over 1400°F. Honeywell, however, rates the new alloy at 1900°F. The new tubes are now available for shipment.

► **Hamlin-Klock Corp:** Any light truck or jeep can hold this new hydraulic 'elevator' that can lift up to 2000 pounds of freight 15 feet into the air—or even 30 feet on special order. Its 42 by 65

inch platform comes with fixed or collapsible guard rails and is completely safe. Should there be a complete break in the hydraulic lines, the lift still descends at



a slow, controlled rate. With a power failure, a by-pass valve at the base can lower it. It is ideal for moving baggage into aircraft, for performing overhead maintenance and even for moving TV and camera crews.

► **Hyster Company:** Two new models of forklift trucks have been produced; a 6000 pound and an 8000 pound capacity model. Both are gasoline powered and mounted on pneumatic tires. The former, known as the XA-60, is actually another version of the latter, which is known as the ZA-80, but it is considered the smallest and heaviest of its capacity ever designed. New features on both models include a long-life clutch that can be removed or installed in less than one hour. Both of these models have been thoroughly tested for two years in industry under actual conditions before being released.

► **Jaycon Associates:** For shutting off the power source when the liquid supply runs out, a new, inexpensive vacuum switch has been announced. To be used with the electric motors and gasoline engines, the Vac-on switch, as it is called, has infinite applications in industrial, marine and manufacturing plants. It can

also serve as a warning control where operating conditions depend on a vacuum, such as in the vacuum firing in ceramics manufacture, or the protection of materials in a vacuum. Manual restart is attended to by a hand lever.

► **Towmotor Corp:** Floodlights, tail-lights and stop lights are now available on request for all of this firm's trucks and tractors. These come in varied arrangements to meet individual requirements, and they can be operated by either single-switch or multi-switch controls. The reason for offering these lights, the firm said, was due to the increasing outdoor uses of lift trucks and to extra work shifts that have resulted in increasing requests for this type of equipment.

Towmotor has also added three types



of automatic couplers as optional equipment on its trucks and tractors. Used as replacements for standard towing eyes, the couplers expedite pickup and release of trailers. Each type has an open jaw that automatically makes the connection when entered by the trailer coupler. One has a hand operated release lever, another has a foot lever, the third allows operation of the lever by either foot or hand. Two of these are spring-actuated, the other uses a ball-type lock.

Supplements Cargo Flights

NEW YORK—By signing an interline agreement, U. S. Airlines now supplements the cargo services flown by Pan American World Airways linking Europe, the United States and Latin America. Word of this agreement came from Fred A. Miller, president of U. S. Airlines who added that the first major cargo carried by his company for Pan Am consisted of diplomatic household goods airfreighted out of Washington, D. C., to Miami and destined for Central America.

U. S. has also started a daily airfreight service on its own out of this city to Atlanta, Georgia. Flying time for airfreight on this service is only four hours.

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Mr. A. Tee Presents FACTS and FIGURES

BONANZA AIRLINES: Year end totals revealed an increase in all categories over the previous year's totals. Airfreight traffic rose 43.4%, and airmail rose 177%. Highest of all, however, was the total gain for air express shipments, which rose to an enormous height of 375%. The airline says that a portion of these increases can be credited to the operation of its new segment stretching from Phoenix to Los Angeles by way of Yuma.

Chicago & Southern Air Lines: A net profit for 1952 was earned that came to \$1,338,510. The previous year's total was only \$1,130,959, which included a gain on the selling of DC-4 aircraft and equipment. The net profit, is said to be "particularly gratifying" to the company because it represented earnings from operations only.

Colonial Airlines: Net profit from January's business came to \$5000. This is said to be the first time that a regional trunk line in the northern portion of the U. S. has ever shown a profit for that month. The airline's outlook for spring is reported to be the 'best ever.'

The Flying Tiger Line: Gross business done by this all-cargo carrier continues to increase, and it now appears that its gross for the year ending June 30, 1953 will be over \$25,000,000. This estimate compares favorably with the \$21,837,496 that had been grossed during the previous year. FTL's operations are expected to expand considerably, too, with the delivery of its seven DC-6A *Liftmasters* scheduled to start in June.

Frontier Airlines: Airfreight volume continued to increase and has, in fact, shown a greater increase than did passenger volume. The former revealed a gain of 38%, while the latter barely came close with a gain of only 23%. While airmail and air express tended to show slight decreases, a total of 420,358 ton miles of airfreight were flown in 1952.

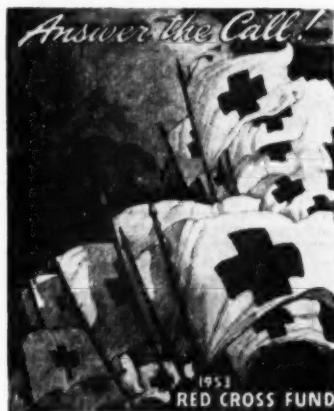
Northwest Airlines: The company finished 1952 with a record revenue of \$60,532,079 and a net income after taxes of \$1,631,827. The revenue ran about \$6,000,000 ahead of the previous year's total, but profits were behind due to increased costs. In January, NWA showed an impressive increase in the amount of airfreight flown from Seattle-Tacoma to Alaska, although it came to a slight decrease from the Christmas-stimulated December. Last January, 275,244 pounds of airfreight were carried by the airline to Anchorage, this January, 392,819 pounds were flown.

Pioneer Air Lines: Airfreight increased 10% and air express 2% during 1952, to match nicely the gain of 12.5% for the line's passenger traffic. Airmail ton miles beat all departments, however, by showing a gain of 18.5%. The goals set by the firm for this year are higher: a 25% passenger increase and a 35% airfreight increase. The way things stand, these goals will very likely be reached.

Seaboard & Western Airlines: Com-

mercial and military operations over both the Atlantic and the Pacific during January showed an increase of about 5% over the mileage chalked up in January, 1952. January, 1953, however, set another record of sorts for S&W when the cargo carrier marked its 3500th ocean crossing.

Silver City Airways: During the year, SCA's nine *Freighters* completed 1,000,000 miles and carried 21,000 tons of airfreight. Its role in the Berlin airlift increased as did its general charter operations. In these, 8750 tons of airfreight were hauled and 30 cars. For the Air Ferry service across the English Channel, about 12,250 tons of airfreight were flown. A good year, apparently, for all concerned.



Traveling Clinics Started

NEW YORK—For the main purpose of promoting a better understanding of the correct application of material handling equipment, several traveling material handling clinics have been formed by the Material Handling Institute. While traveling about the country, each clinic will discuss local handling problems with chapter members of the American Material Handling Society. Each clinic also will be headed by an MHI officer with qualified specialists in each type of material handling problem selected from the Institute. In each city visited, the specialists are to describe the proper use of material handling, and specific problems will be outlined and analyzed. In this way, a broader section of the people concerned with material handling problems can be served. "Operations" are scheduled to begin in early spring.

Starts Charter Service

HAGERSTOWN After about six years' service with Fairchild Aircraft, Leonard J. Povey has resigned his post as assistant director of customer relations to become an independent aircraft operator. Formerly technical advisor and chief of Cuba's air force, from 1934 to 1938, Povey now operates a contract charter service between Fort Lauderdale, Florida, and Bimini in the Bahamas. A Grumman amphibian is used in the company's daily flights across the Gulf Stream.

Pan Am, Riddle Sign Pact

MIAMI—Cargo carrier, Riddle Air Lines, and Pan American World Airways have both signed an interline agreement that will enable shippers to route their air cargo on one transportation bill to any destination in Central or South America. Due to this agreement, featuring as it does the one-airline shipment method, considerable savings are transmitted to shippers, the airlines claim.



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WORLD'S FIRST AIRLINE



Set Goal for \$8 Million

NEW YORK—One of the results of a meeting held by Trans World Airlines' domestic and foreign freight representatives was a determination announced by the company to reach 8 million dollars in airfreight revenues during 1953. Said S. E. Russ, TWA's director of cargo sales, this goal is sought without any increase planned in the number of cargo aircraft currently in use. Instead, the gain will come through a more efficient use of available space and a stepped-up sales campaign. In 1952, Russ noted, the company's international airfreight services accounted for about 3½ million of the 7 million dollars grossed by TWA. East bound traffic at present is operating at full capacity, he said, but westbound traffic has room for expansion.

Company estimates claim that expansion of TWA's air tourist service should end in either five or six years at the end of which time airfreight will come into its own in a big way.

Route-wise, the airline is expanding by filing application with the CAB to extend its transcontinental route to include Syracuse, Rochester and Buffalo and to provide service also to Denver. The carrier's first direct service between the U. S. and Ceylon has already been started.

Had Best Year in 1952

BRUSSELS—Preliminary figures just released revealed that 1952 had been the most successful year Sabena Belgian Airlines has enjoyed in its 29 years of operations. More airfreight was handled by this carrier than was handled the year before, when Sabena in 1951 flew 10,120,830 ton miles of airfreight. Airmail carried was 35% higher last year than it was the year before. For this continued expansion of air cargo business, Sabena has ordered and expects to receive shortly two new all-cargo DC-6A transports, each of which can carry a payload of 20,000 pounds.

Connecting Service Begun

LONDON—A new, direct connecting flight to Sydney, Australia has been started by British Overseas Airways Corp. in order to speed cargo shipments along on its weekly London to Singapore freighter service. Using York airliners for this service, BOAC has arranged for Qantas Empire Airways, an associate airline, to perform the connecting operation. This all-cargo service calls at such points as Tripoli, Cairo, Bahrain, Delhi, Karachi, Bangkok and Calcutta. BOAC, incidentally, boasts of the fact that in 1952 its planes carried 9336 tons of cargo and mail.

Cargo Line Expands Fleet

NEW YORK—Additions have been made to the fleet of U. S. Airlines, all-cargo carrier, that include a *Constellation* and a DC-4. Scheduled for early delivery are two C-46F cargo planes, said the carrier's president, Fred A. Miller. It should be noted that acquiring the *Constellation* constitutes the first of such additions to the fleet of a certified all-freight line.

Cargo Airline Gets OK

LONDON—The lead captured by the various European flag airlines in the flying of transatlantic air cargo can be expected to remain where it is for some time to come. In England, which is becoming more cargo minded, as evidenced by BOAC's recent ordering of five freight planes, the government has granted a 10 year authorization to an independent all-cargo carrier, Airwork, of London, Ltd., to operate scheduled transatlantic all-cargo services. Actual operations may be expected to begin shortly, starting with four flights per week.

Larger Cargo Planes Used

MIAMI—Five cargo *Clippers*, each able to lift a payload of 20,000 pounds have replaced eight Curtiss C-46s that Pan American World Airways had leased from the U. S. Air Force back in 1948. The all-cargo C-54s are now operating on time-table schedule throughout Latin America, linking 26 major cities there with Pan Am's gateway terminals both here and at New Orleans. More than six flights per week on these roomier planes are made from Miami to Havana; three from Miami to Barranquilla and Caracas; two from Miami to San Juan, Rio and Buenos Aires, and two from New Orleans through Central America. The newer aircraft are intended to meet the increasing demand in Latin America for faster air shipments.

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- Paris, France
- and 44 Branch Offices
- Milan, Italy and 61 Branch Offices

Cargo Agreement Made

PHOENIX—Traffic connections for air cargo between a group of cities in California, Nevada and Arizona have been provided for through an interline airfreight agreement signed by both The Flying Tiger Line and Bonanza Airlines. This agreement provides for joint or through-billing on all airfreight shipments starting in the area served by Bonanza or for freight going to such points over FTL's system. Transfer point for the two carriers is at Los Angeles. Bonanza's route covers such well-known points as San Diego, Las Vegas, Prescott, Phoenix and Kingman.

PAL Lists '53 Goals

DALLAS—At a meeting held here recently by Pioneer Air Lines, the carrier's president, General Robert J. Smith, outlined the company's goals for 1953. Among these was the growth in airfreight business of at least 35% and in air express revenues of 10%. Other goals listed for 1953 were as follows: a 48% load factor, a 99% operating factor, 25% more air-mail volume and the promotion of soil and water conservation. The two day meeting was attended by more than 100 persons, including some members of other airlines.

AIR SHIPPING ★ ★ ★

[REG. U. S. PAT. OFF.]

International Airline Cargo Rates (including U. S. possessions and territories)

Air cargo rates quoted in this section refer only to points served direct by carriers, or by transshipment aboard aircraft of the same company. Interline agreements among most carriers enable shippers to route their cargoes via connecting airlines to nearly every part of the world. Rates are based on prevailing tariffs, airport to airport (see note). Shippers are warned, however, that these rates are subject to change.

All international rates are quoted on an airport-to-airport service, with the pickup and delivery charges wholly apart. Air carriers whose schedules and rates are included here are indicated by the letter following the airport symbol (see below).

AIRPORT SYMBOLS

EDF—Anchorage
BAL—Baltimore
BGR—Bangor, Me.
BUJ—Beaumont, Tex.
BOS—Boston
BRD—Brownsville, Tex.
BTU—Burlington, Vt.
CHS—Charleston, S. C.
CHI—Chicago
CLE—Cleveland
CRP—Corpus Christi, Tex.
CTB—Cut Bank, Mont.
DAL—Dallas
DEN—Denver
YIP—Detroit
DLH—Duluth
ELD—El Dorado, Ark.
ELP—El Paso
EVV—Evansville, Ind.
FWA—Fort Wayne, Ind.
FTW—Fort Worth
GFK—Grand Forks, N. D.
GRW—Greenwood, Miss.
BDL—Hartford
HAV—Havana
HOT—Hot Springs, Ark.
HOU—Houston
HNL—Honolulu
IND—Indianapolis
JAN—Jackson, Miss.
JAX—Jacksonville
MKE—Kansas City, Mo.
KIN—Kingston, Jama.
LRO—Laredo
LIT—Little Rock, Ark.
LAX—Los Angeles
MEM—Memphis
MEX—Mexico City
MIA—Miami
MKE—Milwaukee
MPS—Minneapolis-St. Paul
MOB—Mobile
UL—Montreal
MSY—New Orleans
LGA—New York (La Guardia)
IDL—New York (Idlewild)
EWR—Newark
ORF—Norfolk
NLD—Nuevo Laredo, Mex.
OAK—Oakland, Calif.
OMA—Omaha, Nebr.
PDK—Paducah, Ky.
PIA—Peoria, Ill.
PHL—Philadelphia
PIT—Pittsburgh
PDX—Portland, Ore.
PVD—Providence
QY—Sydney, N. S.
STL—St. Louis
SLC—Salt Lake City
SAT—San Antonio
SFO—San Francisco
SAV—Savannah
SEA—Seattle
SHV—Shreveport, La.
GEG—Spokane, Wash.
SGF—Springfield, Mo.
TPA—Tampa
HUF—Terre Haute, Ind.
TOL—Toledo, Ohio
TOR—Toronto, Ont.
VR—Vancouver, B. C.
DCA—Washington, D. C.

AIRLINE SYMBOLS

A—American Airlines
AE—Aerolineas Ecuatorianas
AF—Air France
AL—Aerolineas Argentinas
AV—Avianca
B—Braniff International Airways
BC—British Commonwealth Pacific Airlines
BO—British Overseas Airways Corp.
CS—Chicago & Southern Air Lines
C—Colonial Airlines

E—Eastern Air Lines
EA—Expreso Aereo Interamericano
EL—ELAL (Israel Airlines)
K—KLM Royal Dutch Airlines
L—Lineas Aereas Mexicanas (LAMS)
LA—Lineas Aereas Costarricenses (LACSA)
LI—Linee Aeree Italiane (Italian Airlines)
LV—Lineas Aeropostal Venezolanas
N—National Airlines
NE—Northeast Airlines
NW—Northwest Airlines
P—Pan American World Airways and Panagra
PH—Philippine Air Lines
R—Riddle Aviation Co.
S—Sabena Belgian Airlines
SS—Scandinavian Airlines System
SW—Seaboard & Western Airlines
SR—Swissair
TA—TACA International Air Lines
T—Trans-Canada Air Lines
TW—Trans World Airlines
U—United Air Lines
W—Western Air Lines

SPECIAL NOTES

COMMODITY RATES: Apply to airlines.
AF: Valuation charge is applicable only on shipments equal to or more than \$7.45 per pound.

K: Valuation charge is only on shipments with a declared valuation in excess of \$7.45 per lb.

L: Shipments of less than 22 lbs. are sent air express.

P: Valuation charge is only on shipments with a declared valuation in excess of \$7.45 per lb.

PH: To any destination in the Philippines served from Manila by PAL (where routing is via PAL from San Francisco) add 10¢ per pound to rates shown as applying to Manila.

SW: Special rates for shipments of 1000 lbs. and over.

T: More economical rates are offered for bulk cargo. There is a basic rate for cargoes 25 pounds and less, between 25 pounds and 100 pounds, and over 100 pounds. Consult the airline direct.

TC: Cheaper "deferred" rate available. Contact airline direct.

RATE SYMBOLS

* This involves onward carriage by another airline.

** Per \$100 (Canadian Currency) value, pro-rata.

† Minimum charge for this shipment is that for 25 lbs.

‡ Rate of 25 lbs. or less.

§ Minimum weight 50 lbs.

† Minimum charge per shipment \$3.00.

‡ Minimum charge per shipment \$4.00.

§ Minimum charge per shipment \$7.00.

¶ Minimum charge per shipment \$6.00.

d/ Daily freighter service.

tm Truck to Miami.

c Canadian Currency.

Destination	Airport and Airline	RATES (See Note)				Depart
		Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.	Per \$100 Value	
Abidjan, Ivory Coast	IDL AF	1.73	1.30	.25	T,Th,Sa	
Accra, Br. Gold Coast	BOS AF	1.71	1.28	.25	T,Sa	
	IDL P	1.73	1.30	.25	Sa	
	BOS P	1.71	1.28	.25	Sa	
	BOS BO	1.71	1.28	.25	Th,Sa	
	IDL BO	1.73	1.30	.25	Dly	
	IDL AF	1.73	1.30	.25	W	
	BOS AF	1.71	1.28	.25	T	
Addis Ababa, Ethiopia	IDL BO	2.19	1.64	.25	Th,Sa	
Aden, Aden	IDL BO	2.19	1.64	.25	Dly	
	BOS BO	2.17	1.63	.25	Th,Sa	
Ajaccio, Corsica	IDL AF	1.27	.94	.20	M,W	
	BOS AF	1.25	.94	.20	T	
Albertville, Belgian Congo	IDL S	2.03	1.52	.25	Su,T,Th,Sa	
Alexandria, Egypt	IDL LI	1.64	1.23	.25	W	
Algiers, Algeria	IDL TW	1.33	1.00	.25	Th	
	IDL AF	1.33	1.00	.25	Dly	
	BOS AF	1.32	.99	.25	T,Sa	
	BOS TW	1.32	.99	.25	T,Th	
	CHI TW	1.42	1.06	.25	Th	
	PHL TW	1.36	1.02	.25	Th	
Aleppo, Syria	IDL AF	1.76	1.32	.25	T,Th,Sa	
	BOS AF	1.75	1.31	.25	Sa	
Amsterdam, Neth.	IDL S	1.17	.88	.20	Sa,Su,T,Th	
	IDL BO	1.17	.88	.20	Dly	
	BOS BO	1.15	.86	.20	Th,Sa	
	MIA BO	1.28	.98	.20	W,Sa	
	IDL P	1.17	.88	.20	M,Th	

Destination	Airport and Airline	RATES (See Note)				Depart
		Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.	Per \$100 Value	
Amsterdam, Cont'd	BOS P	1.15	.86	.20	Th	
	IDL SS	1.17	.88	.20	Dly	
	IDL SR	1.17	.88	.20	Su,W,F,Sa	
	AF	1.17	.88	.20	Dly	
	BOS AF	1.15	.86	.20	T,Sa	
	IDL K	1.17	.88	.20	Dly	
	UL K	1.12	.84	.22	F,Su,W	
Anchorage, Alaska	SEA NW	.23	.17	.15	Dly	
	MSP NW	.41	.31	.15	Dly	
Antigua, B.W.I.	IDL P	.34	.24	.15	Su,W	
	MIA P	.25	.18	.15	Su,W	
	MIA BO	.25	.18	.15	W,Sa	
	IDL BO	.24	.24	.15	M,W,Sa	
Antilla, Cuba	MIA P	.20	.10	.15	Dly	
Antofagasta, Chile	MIA P	1.13	.61	.20	Su,Th	
	MSY P	1.19	.68	.20	Su,W	
	HOU P	1.22	.71	.25	T,Sa	
	BRO P	1.22	.71	.25	Sa	
	LAX P	1.35	.85	.25	Sa	
Araquaj, Brazil	IDL P	1.54	1.54	.21	Dly except M	
	MIA P	1.26	1.26	.25	T,Th,Sa	
	MSY P	1.53	1.53	.25	Su	
	HOU P	1.68	1.68	.25	Sa,T,Th	
	BRO P	1.60	1.60	.25	Sa,T,Th	
	LAX P	1.90	1.90	.25	M	
Arecibo, P. R.	MIA R	.12	.104	.00	Dly	
	LGA R**	.20	.17	.00	Dly	
Arequipa, Peru	MIA P	1.00	.53	.20	M,Th,Su	
	MSY P	1.06	.60	.20	Su	
	HOU	1.09	.63	.20	W,Sa,Su	

Destination	Airport and Airline	RATES (See Note)				Depart
		Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.	Per \$100 Value	
Arequipa, Cont'd	BRO P	1.09	.63	.20	Sa,Su,W	
	LAX P	1.22	.77	.20	M,Th	
Arica, Chile	MIA P	1.06	.57	.20	Su	
	MSY P	1.12	.64	.20	Sa	
	HOU P	1.15	.67	.20	Sa	
	BRO P	1.15	.67	.20	Sa	
	LAX P	1.28	.81	.20	Sa	
Armenia, Colombia	MIA P	.58	.28	.15	M,Th,Sa	
	MSY P	.60	.35	.15	W,Sa	
	HOU P	.63	.38	.15	T,Sa	
	BRO P	.63	.38	.15	T,Sa	
Aruba, N.W.I.	MIA K	.30	.22	.15	Dly	
	UL K	.45	.35	.15	M,F,W	
Asmara, Eritrea	IDL BO	2.04	1.53	.25	Dly	
	BOS BO	2.02	1.52	.25	Dly	
Asuncion, Paraguay	BRO B	1.50	.88	.25	M,F	
	CHI B	1.50	.89	.25	M,F	
	CRP B	1.49	.87	.25	M,F	
	DAL B	1.50	.88	.25	M,F	
	ETW B	1.50	.88	.25	M,F	
	HOU B	1.49	.87	.25	M,F	
	LRD B	1.55	.90	.25	M,F	
	MIA B	1.39	.77	.25	M,F	
	SAT B	1.50	.88	.25	M,F	
Athens, Greece	IDL LI	1.59	1.19	.25	M,W,F	
	IDL BO	1.61	1.21	.25	Dly	
	MIA BO	1.72	1.31	.25	T,F	
	BOS BO	1.59	1.19	.25	Dly	
	IDL AF	1.61	1.21	.25	W,Th	
	BOS AF	1.59	1.19	.25	T,F	
	IDL K	1.61	1.21	.25	W,F	
	UL K	1.56	1.17	.25	W,F	
	IDL EL	1.61	1.31	.25	T,Sa	
	IDL SS	1.61	1.21	.25	T,F	
	IDL TW	1.61	1.21	.25	Dly ex. T,F	
	BOS TW	1.59	1.19	.25	M,Th	
	CHI TW	1.68	1.27	.25	Dly ex. T,F	
	PHL TW	1.63	1.22	.25	Dly ex. T,F	
	YIP TW	1.65	1.25	.25	Dly ex. T,F	
	IDL S	1.61	1.21	.25	Sa,Su,T,Th	
	IDL SR	1.61	1.21	.25	Su,W,F,Sa	
	IDL SW	1.28	1.03	.20	T	
Auckland, N. Z.	LAX P	2.03	1.52	.25	T	
	SFO P	2.03	1.52	.25	T	
	PDX P	2.03	1.52	.25	T	
	SEA P	2.03	1.52	.25	M	
	SFO BC	2.03	1.52	.25	F	
	HNL BC	1.39	1.04	.20	F	
	VR BC	2.03	1.52	.25	F	
	BOS BC	1.94	1.48	.25	Th,Sa	
	IDL BO	1.89	1.42	.25	Dly	
Baghdad, Iraq	BOS BO	1.87	1.41	.25	Th,Sa	
	IDL K	1.89	1.42	.20	T,W,Sa	
	UL K	1.85	1.39	.25	W	
Bahia, Brazil (See San Salvador)	IDL BO	2.00	1.50	.25	Dly	
Bahrain, Arabia	BOS BO	1.98	1.48	.25	W,Sa	
Ballboa, Canal Zone	MIA P	.39	.19	.20	Dly	
	MSY P	.45	.26	.20	Dly except M	
	HOU P	.48	.29	.20	Dly	
	BRO P	.45	.29	.20	Su,T,Th,Sa	
	LAX P	.61	.43	.20	M,Th,Sa	
Bamako, Fr. W. Afr.	IDL AF	1.73	1.30	.25	Th	
	BOS AF	1.71	1.28	.25	T	
Bangkok, Siam	IDL P	2.78	2.08	.25	Sa,T,Th	
	PDX P	2.70	2.03	.25	M,W,F	
	SFA P	2.70	2.03	.25	M,W,F	
	LAX P	2.70	2.03	.25	M,W,F	
	BOS P	2.76	2.07	.25	Su,Th,T	
	SFO P	2.70	2.03	.25	M,W,F	
	IDL SS	2.78	2.08	.25	Tu,Sa	
	IDL AF	2.78	2.08	.25	Th	
	BOS AF	2.76	2.07	.25	T	
	IDL HO	2.78	2.08	.25	Dly	
	BOS HO	2.76	2.07	.25	Dly	
	BOS BO	2.76	2.07	.25	Th,Sa	
	UL K	2.74	2.05	.27	Su,W,F	
Bangui, Fr.E.Afr.	IDL S	2.03	1.52	.25	Sa,Su,T,Th	
	IDL AF	2.03	1.52	.25	T,F	
	BOS AF	2.01	1.51	.25	T	
Baracao, Cuba	MIA P	.18	.12	.05	Dly	
Barbados, B.W.I.	IDL BO	.44	.29	.15	Dly	
	MIA BO	.33	.23	.00	W,Sa	
Barcelona, Spain	IDL AF	1.27	.95	.25	M,T,Th	
	BOS AF	1.25	.93	.25	T	
	IDL S	1.27	.95	.25	Sa,Su,T,Th	
	IDL P	1.27	.95	.20	Su	
	BOS P	1.25	.93	.20	Sa	
	IDL SR	1.27	.95	.25	Su,W,F,Sa	
	IDL BO	1.27	.95	.25	Dly	
	MIA BO	1.38	1.05	.20	W,Sa	
	BOS BO	1.35	.93	.20	Th,Sa	
Barcelona, Venezuela	MIA K	.41	.26	.16	W,F,M	
	UL K	.36	.29	.16	W,F,M	
	IDL K	.51	.35	.15	W,F,M	
	CHI CS	.52	.35	.15	Dly	
	YIP CS	.52	.35	.15	Dly	

INTERNATIONAL AIR CARGO RATE TABLES — Continued

RATES (See Note)						RATES (See Note)						RATES (See Note)									
Destination	Airport and Airline	Per Lb. Per 100 Lbs.	Per Lb. (Over 100 Lbs.)	Per \$100 Value	Depart	Destination	Airport and Airline	Per Lb. Per 100 Lbs.	Per Lb. (Over 100 Lbs.)	Per \$100 Value	Depart	Destination	Airport and Airline	Per Lb. Per 100 Lbs.	Per Lb. (Over 100 Lbs.)	Per \$100 Value	Depart				
Barranquilla, (Cont'd)	HOA CS	49	34	15	Dly	Bombay, (Cont'd)	BOA TW	2.35	1.76	25	Su,T,F	Cayenne, (Cont'd)	HOA P	73	46	15	Th,Sa				
"	MEMCS	49	32	15	Dly	"	PHL TW	2.39	1.80	25	Su,T,F	"	BRO P	73	46	15	Th				
"	MSY CS	45	30	15	Dly	"	YIP TW	2.42	1.83	25	Su,T,F	"	LAX P	87	60	20	M				
"	MIA P	41	34	15	Dly except T	Bonair, N.W.I.	MIA K	50	22	15	Dly	Cayo Mambi, Cuba	MIA P	74	12	05	Dly				
"	IDL P	51	35	15	T,Sa	Bordeaux, France	IDL AF	1.22	91	25	Dly ex. Sa,W	Chetumal, Mexico	MIA P	33	16	15	Sa,T,Th				
Barranca, Col.	MIA P	54	28	15	T,Th,Sa	"	BOA AF	1.20	90	20	Sa	"	BRO P	31	21	15	Sa,T,Th				
Barranquilla, Col.	IDL P	64	37	15	Sa,M,Th	Brazzaville, Fr. Eq. Af.	IDL AF	2.03	1.52	25	W,Sa	"	LAX P	47	36	15	M,W,F				
"	HOA P	60	35	15	Dly except T	"	BOA AF	2.01	1.51	25	Sa	Chihuahua, Chih., Mex.	ELP L	10	08	25	Dly				
"	UL K	60	35	15	Dly	"	IDL K	2.03	1.52	25	T,Sa	Christiansand, Norway	IDL K	1.24	93	20	Dly except Sa				
"	BRO P	63	38	15	Dly	Bremen, Germany	IDL S	1.24	93	20	M,Th,Sa	"	IDL K	1.29	90	20	Sa,W,F				
"	LAX P	77	52	15	M,Th,Sa	"	IDL P	1.24	93	20	M,Th,Sa	C. del Carmen, Mex.	MIA P	31	16	15	Dly				
"	MIA P	39	19	20	Dly	Bridgetown, Barbados	BOA P	1.22	91	20	Th	Ciudad Juarez, Chih., Mex.	MSY P	27	15	15	Dly except M				
"	IDL P	49	28	20	Su,M,W,Th	"	UL T	49	33	15	**Th	Ciudad Trujillo, D. R.	MEX L	29	14	25	Dly				
"	MSY P	45	26	20	Dly except M	Brisbane, Aust.	TO T	49	33	15	**Th		IDL P	35	21	05	Dly				
"	HOA P	48	29	20	Sa,Su,T,Th	Brussels, Belgium	IDL AF	3.44	2.58	25	Sa		MIA P	15	12	05	Dly				
"	BRO P	49	29	20	Sa,Su,T,Th	"	IDL AF	3.42	2.57	25	Sa		CHI CS	28	24	12	Sa				
"	LAX P	92	43	20	Sa,M,Th	"	BOA P	1.17	88	20	Sa,Su,T,Th		YIP CS	27	23	12	Sa				
"	MIA K	39	19	15	Su,W,F,M	"	IDL S	1.17	88	20	T,F		HOA CS	25	22	12	Sa				
"	UL K	34	32	15	M,W,F	"	IDL SW	92	73	20			MSY CS	22	18	12	Sa				
"	IDL K	49	28	15	M,W,F,Su	"	IDL S	1.17	88	20	Dly		MEM CS	28	20	12	Sa				
Bonakuni, Belgian Congo	IDL S	2.03	1.52	25	Sa,Su,T,Th	"	IDL AF	1.15	86	20	T,Sa		MIA K	15	12	15	M				
Bombay, (Cont'd)	IDL SR	1.24	93	25	Su,W,F,Sa	Bucaramanga, Colombia	IDL P	54	28	15	Dly		MIA P	1.13	61	15	Sa,M,Th,Sa				
"	IDL BO	1.24	93	20	Dly	"	HOA P	63	38	15	Dly		MSY P	1.19	68	15	Sa,Su,T				
"	MIA BO	1.34	1.23	20	W,Sa	"	LAX P	77	52	15	Dly except M		HOA P	1.22	71	15	Sa,Su,F,W				
"	BOA BO	1.22	92	20	Th,Sa	Buenos Aires, Argentina	MIA AV	54	28	15	Th		BRO P	1.22	71	15	Sa,Su,F,W				
Barranquilla, Col.	IDL K	1.93	1.45	20	T,F	"	IDL P	54	28	15	Th		LAX P	1.35	85	15	Sa,M,Th				
"	UL K	1.89	1.42	25	F	"	IDL P	1.54	89	25	M,T,Th,Sa	Cologne, Germany	IDL S	1.21	91	20	Sa,T,Th,Sa				
"	MIA BO	2.05	1.55	25	W,Sa	"	MSY P	1.53	90	25	Dly except M	Colombia, Any Destination other than those named herein	MIA P	65	32	15	Sa,M,W,Th				
"	BOA BO	1.91	1.44	25	Th,Sa	"	HOA P	1.56	93	25	Su,T,Th		MSY P	71	39	15	Dly except M				
"	IDL BO	1.93	1.45	25	Su,F	"	BRO P	1.54	93	25	T,Th		HOA P	74	42	15	Dly				
"	IDL TW	1.93	1.45	25	Su,F	"	LAX P	1.69	107	25	M,Th,Sa		BRO P	74	42	15	Dly except Su				
"	BOA TW	1.91	1.44	25	Su,F	"	BRO B	1.57	94	25	M,W,F	Colombo, Ceylon	IDL BO	2.51	199	25	Dly				
"	PHL TW	1.95	1.46	25	Su,F	"	CRP B	1.56	93	25	M,W,F	"	BOA BO	2.49	187	25	Th,Sa				
"	CHI TW	2.01	1.51	25	Su,F	"	DAL B	1.59	95	25	M,W,F	Conakry, Fr. W. Af.	IDL AF	1.56	117	20	Sa				
"	IDL SR	1.89	1.42	25	Su,W,F,Sa	"	FTW B	1.59	95	25	M,W,F		BOA AF	1.54	116	20	Sa				
"	IDL P	1.93	1.45	25	Su	"	HOA B	1.56	93	25	M,W,F	Concepcion, Bolivia	MIA P	1.16	63	20	Sa,Th				
"	BOA P	1.91	1.44	25	Su	"	LRD B	1.61	95	25	M,W,F	"	MSY P	1.22	70	25	Sa,Th				
Barranquilla, Col.	IDL AF	1.27	94	20	Dly	Bulawayo, S. Rhodesia	SAT B	1.56	93	25	M,W,F	"	HOA P	1.25	73	25	Sa,Su,W				
"	BOA AF	1.25	94	20	Dly	"	IDL BO	2.03	1.52	25	Dly	"	BRO P	1.25	73	25	Sa,W				
Bayamo, Cuba	MIA P	1.09	05	Dly		"	MIA BO	2.15	1.62	25	W,Sa	"	LAX P	1.39	87	25	Sa,T				
Beirut, Lebanon	IDL AF	1.72	1.29	25	Sa,Su,M,T,Th	Cagliari, Italy	IDL LI	1.46	100	25	Dly except Su	Copenhagen, Den.	IDL S	1.24	93	25	Dly				
"	BOA AF	1.79	1.27	25	T,Sa	Calabarzon, Cuba	MIA P	1.44	99	05	Dly	"	IDL SR	1.24	93	25	Sa,W,F,Sa				
"	IDL S	1.72	1.29	25	Th	Cairo, Egypt	IDL S	1.72	129	25	Sa,Su,T,Th	"	IDL K	1.25	94	20	Dly				
"	BOA S	1.72	1.29	25	Sa,W	"	IDL BO	1.72	129	25	Dly	"	UL K	1.20	90	20	F,Sa,W				
"	IDL K	1.68	1.26	25	Sa,M,T,F	"	MIA BO	1.84	139	25	W,Sa	"	BOA P	1.22	92	20	Sa,T				
"	UL K	1.68	1.26	25	F,Su	"	BOA BO	1.70	127	25	Th,Sa	Coquilhatville, Belgian Congo	IDL P	1.24	93	25	Sa,T				
"	MIA BO	1.84	1.39	25	W,Sa	"	IDL AF	1.72	129	25	Su,W,Th,F	Costermansville, Belgian Congo	IDL S	2.03	1.52	25	Sa,Su,T,Th				
"	BOA BO	1.70	1.27	25	Th,Sa	"	BOA AF	1.70	127	25	Sa,T										
"	UL BO	1.68	1.26	25	M,W,F,Sa	"	IDL LI	1.72	129	25	F										
Beloem, Brazil	IDL P	94	68	20	T,Sa	Calcutta, India	IDL P	2.49	187	25	Su,T										
"	MIA P	89	61	20	T,Sa	"	BOA P	2.47	186	25	T										
"	MSY P	1.39	81	25	T	"	PDX P	2.94	2.21	25	M,F										
"	HOA P	1.38	85	25	Sa,Th	"	SEC P	2.94	2.21	25	W										
"	BRO P	1.30	81	25	Th	"	SFO P	2.94	2.21	25	M,Th										
"	LAX P	1.55	1.06	25	M	"	LAX P	2.94	2.21	25	M,Th										
"	IDL AL	94	68	20	Dly	"	IDL S	2.49	187	25	M										
Belfast, N. Ireland	IDL BO	1.07	80	20	Dly	"	IDL K	2.49	187	25	T,Th,Su										
"	MIA BO	1.19	91	20	W,Sa	"	UL K	2.45	184	25	Sa										
"	BOA BO	1.05	79	20	Dly	"	IDL BO	2.45	187	25	Sa,W										
Belgrade, Yugoslavia	IDL SR	1.52	1.14	25	Sa,W,F,Sa	"	BOA BO	2.47	186	25	W,F,Sa										
"	IDL BO	1.52	1.14	25	Dly	"	IDL AF	2.49	187	25	Sa,Su,M,T,Th										
Beir, Br. Hond.	BOA BO	1.50	1.12	25	Th,Sa	Calcutta, India	IDL P	2.49	187	25	Su,T										
"	MSY P	33	17	05	F,T	"	BOA P	2.47	186	25	T										
"	MEX TA	33	17	05	F,T	"	PDX P	2.94	2.21	25	M,F										
"	IDL BO	41	32	15	Sa,Su	"	SEC P	2.94	2.21	25	W										
"	MIA BO	38	24	15	W,Sa	"	SFO P	2.94	2.21	25	M,Th										
Bello-Horizonte, Brazil	IDL P	1.64	1.04	25	Dly	"	LAX P	2.94	2.21	25	M,Th										
"	MIA P	1.44	1.04	25	M,Th,Sa	"	IDL S	2.49	187	25	M										
"	MSY P	1.56	1.06	25	Su,M,W,F	"	IDL K	2.49	187	25	T,Th,Su										
"	HOA P	1.77	1.17	25	Sa,T,Th	"	UL K	2.45	184	25	Sa										
"	BRO P	1.69	1.09	25	Th	"	IDL BO	2.45	187	25	Sa,W										
"	LAX P	1.99	1.09	25	M	"	BOA BO	2.47	186	25	W,F,Sa										
Berlin, Germany	IDL BO	1.30	98	20	Dly	"	IDL AF	2.49	187	25	Sa,Su,M,T,Th										
"	BOA BO	1.28	96	25	W,Sa	Calgary, Alb., Canada	BOA AF	2.47	186	25	T,Sa										
"	IDL AF	1.30	98	25	Dly except F	"	LGA														

INTERNATIONAL AIR CARGO RATE TABLES — Continued

Destination	Airport and Airline	RATES (See Note)				Depart	Destination	Airport and Airline	RATES (See Note)				Depart	Destination	Airport and Airline	RATES (See Note)				Depart
		Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.				Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.								
Dhahran.	IDL TW	2.00	1.50	25	Su,T,F		Georgetown (Cont'd)	BRO P	56	39	15	Su,Th		Havana, (Cont'd)	EWR Ndf	18	14		Dly	
Saudi Arabia	CHI TW	2.07	1.56	25	Su,T,F		"	LAX P	73	53	15	Su,T,Th		"	PHL Ndf	17	13		Dly	
"	PHL TW	2.00	1.50	25	Su,T,F		"	MIA K	49	30	18	Sa		"	BRO B	21	18	05	M,W,F,Su	
"	BOS TW	1.98	1.48	25	Su,T,F		"	IDL K	56	35	15	Sa		"	CRP B	20	17	05	M,W,F,Su	
"	IDL K	2.00	1.50	25	T,Su		Gibraltar, Gibraltar	IDL BO	1.32	99	25	Dly		"	DAL B	19	16	05	M,W,F,Su	
"	UL K	1.95	1.47	27	Su,F		"	BOW RO	1.30	98	25	Th,Sa		"	HOU B	19	16	05	M,W,F,Su	
Diego Suarez, Madag.	IDL AF	2.92	2.25	25	Sa,T		Glasgow, Scotland..	IDL SS	1.03	78	20	Dly		"	DAU B	18	15	05	M,W,F,Su	
"	BOS AF	2.90	2.18	25	T		"	IDL K	1.03	77	20	Dly ex. W,Su		"	LRD B	24	19	05	M,W,F,Su	
Djibuti, Fr.	IDL AF	2.12	1.59	25	F		"	UL T	99	75	20	Su,M,Th		"	SAT B	20	17	05	M,W,F,Su	
Somaliand	BOS AF	2.10	1.58	25	T		"	IDL P	1.03	77	20	W,M		"	MIA BO	18	12	05	Dly	
Douala.	IDL AF	2.03	1.52	25	T,Th,F,Su		"	BOS P	1.01	76	20	W,M		"	IDL AL	18	14		F	
Fr. W. Africa	BOS AF	2.01	1.51	25	T,Sa		Gothenburg, Sweden	IDL SS	1.24	93	25	Dly		"	IDL BO	18	14	05	M,W,Sa	
Dublin, Eire.....	UL K	.98	.74	20	Su		Granada, B.W.I.	IDL BO	43	30	70	Dly		Helinki, Finland...	IDL SS	1.36	1.02	25	Dly	
"	IDL K*	1.03	77	22	Su,Th		"	MIA BO	34	24	20	W,Sa		"	BOS P	1.21	91	20	Sa,Th	
Durango,Dgo., Mex.	ELP L	1.13	.67	22	M,W,F		Guadalajara, Mex.	HOU P*	23	17	15	Dly		"	IDL P	1.21	91	20	Sa,Th	
Durban, So. Afr.	IDL BO	2.15	1.61	25	Dly		"	BRO P	21	13	15	Dly except Su		"	IDL K	1.36	1.02	20	Dly	
"	BOS BO	2.13	1.60	25	Th,Sa		"	LAX P	30	25	15	Dly		Hermosillo, Mexico	LAX P	18	09	15	Dly	
Dusseldorf, Ger.	IDL SS	1.21	.91	20	Dly		Guadeloupe, F.W.I.	IDL BO	35	25	20	Dly		"	MIA P	15	09	05	Dly	
"	IDL S	1.21	.91	20	Sa,Su,T,Th		"	MIA BO	28	19	20	W,Sa		Hong Kong, Br. Cn. Col.	IDL P	3.10	2.32	25	Su,T,Th	
"	IDL K	1.21	.91	20	Dly except Sa		Guam.....	LAX P	2.00	1.51	25	M,F		"	BOS P	3.08	2.31	25	Su,T,Th	
"	UL K	1.17	.88	20	W,F,Su		"	SFO P	2.00	1.51	25	M,F		"	PDX P	2.49	1.87	25	M,W,F	
"	IDL AF	1.21	.91	20	Dly except F		"	BRO P	2.00	1.51	25	M,F		"	SEA P	2.49	1.87	25	M,W,F	
"	BOS AF	1.19	.89	20	T,Sa		"	SEC P	2.00	1.51	25	M,F		"	LAX P	2.49	1.87	25	M,W,F	
"	BOS P	1.19	.89	20	T,Th		Guantanamo, Cuba	MIA P	1.18	12	05	Three Dly		"	SFO P	2.49	1.87	25	M,W,F	
"	IDL P	1.21	.91	20	T,Th		Guatemala City, Guatemala	MIA P	39	19	15	M,Th		"	SFO PH	2.49	1.87	25	W,Sa	
Edmonton, Alberta, Canada	IDL SR	1.21	.91	20	Su,W,F,Sa		"	MSV P	34	18	15	Dly ex. M,Th		"	IDL BO	3.10	2.32	25	Dly	
"	LGA T	32	28	10	Dly		"	HOU P	33	23	15	Dly		"	BOS BO	3.08	2.31	25	Th,Sa	
"	CTB W	07	05	10	Dly		"	BRO P	31	19	15	Dly		"	IDL AF	3.10	2.32	25	Su	
"	MPS W	22	16	10	Dly		"	LAX P	47	34	15	Sa,M,Th		"	IDL AF	3.10	2.32	25	Sa	
"	LGA NW	40	30	10	Su,T		"	MSV TA	35	19		Dly		Honolulu, T. H....	LAX P	71	57	15	Dly except M	
"	CHI NW	30	23	10	Su,T		"	MEX TA	17	12		M,T,W,Th,F		"	SFO P	71	57	15	Dly	
"	MSP NW	26	20	10	Su,T		"	"	"	"	"	"		"	PDX P	71	57	15	Su	
Elizabethville, Belgian Congo	IDL S	2.03	1.52	25	Sa,Su,T,Th		Guayaquil, Ecuador	MIA P	65	35	15	Dly except Sa		"	SEA P	71	57	15	Su	
Entebbe, Uganda..	IDL BO	2.03	1.52	25	Dly		"	MSV P	71	42	15	Dly ex. M,Sa		"	SFO U	71	57	15	Dly	
"	MIA BO	2.15	1.62	25	W,Sa		"	HOU P	74	45	15	Dly except F		"	LAX U	71	57	15	Dly	
"	BOS BO	2.01	1.51	25	Th,Sa		"	BRO P	74	45	15	Su,T,Th		"	CHI U	91	72	15	Dly	
"	IDL S	2.03	1.52	25	Sa,Su,T,Th		"	LAX P	87	59	20	M,Th		"	CLE U	95	75	15	Dly	
Esmeraldas, Ecuador	MIA P	.67	.36	10	T		"	MIA AE	55	29		W,F		"	YIP U	94	74	15	Dly	
"	MSV P	73	43	15	T		"	BRO B	75	46	15	M,F,Sa		"	LGA U	1.00	78	15	Dly	
"	HOU P	76	46	15	M		"	CRP B	74	45	15	M,F,Sa		"	DCA U	99	78	15	Dly	
"	BRO P	76	46	15	M		"	DAL B	77	47	20	M,F,Sa		"	PHL U	99	78	15	Dly	
"	LAX P	89	60	20	M		"	FTW B	77	47	20	M,F,Sa		"	EWR U	1.00	78	15	Dly	
Fairbanks, Alaska	SEA P	.40	.15	15	Dly		"	HOU B	74	45	15	M,F,Sa		"	BDL U	1.00	79	15	Dly	
Florianopolis, Brazil	IDL P	1.70	1.70	25	Dly except M		"	LRD B	80	49	15	M,F,Sa		"	BOS U	1.01	79	15	Dly	
"	MIA P	1.48	1.48	25	M,Th,Sa		Haifa, Israel.....	IDL S*	1.72	1.29	25	Sa,Su,T,Th		"	CHI NW	91	72	15	T,F,Su	
"	MSV P	1.64	1.64	25	W,F		Haiphong, Indo-China	IDL AF	3.10	2.32	25	Su		"	YIP NW	94	74	15	T,F,Su	
"	HOU P	1.87	1.87	25	Su,T,Th		"	BOS AF	3.08	2.31	25	Sa		"	MKE NW	91	72	15	T,F,Su	
"	BRO P	1.79	1.79	25	T,Th		Halifax, N. S.	IDL S	08	0755	10	Dly		"	MPS NW	89	72	15	T,F,Su	
"	LAX P	2.08	2.08	25	M		Hamburg, Germany	BOS T	1.24	.93	25	Sa,Su,T,Th		"	SEA NW	71	57	15	T,F,Su	
Fort Archambault, Fr. E. Afr.	IDL AF	2.03	1.52	25	F		"	IDL SS	1.24	.93	25	Dly		"	GEI NW	77	60	15	T,F,Su	
Fort Dauphin, Mad.	BOS AF	2.01	1.51	25	T		"	IDL K	1.24	.93	20	Dly except Su		"	VR BCJT	74	56	15	M, Alt. Th & F	
"	IDL AF	2.07	2.29	25	Su		"	UL K	1.20	.90	20	W,F,Su		Innsbruck, Austria	IDL K	1.34	1.00	20	Dly	
Fort de France, Martinique	BOS AF	2.05	2.21	25	Sa		"	BOS P	1.22	.92	20	W		"	IDL SR	1.34	1.00	25	W,F,Sa	
"	IDL P	.39	.22	.15	Su,W		"	IDL P	1.24	.93	20	W		Ipiales, Colombia...	MIA AV	.65	.33	15	Dly except T	
Fort Lamy, Fr. E. Afr.	IDL AF	2.03	1.52	25	M		"	IDL AF	1.24	.93	25	Dly except F		"	IDL AV	.75	.41	.38	Dly except Su	
Fort William, Ontario, Can.	BOS AF	2.01	1.51	25	M		"	IDL SW	88	79	20	W,F,Sa,Su		"	IDL S	2.03	1.52	25	Sa,Su,T,Th	
"	LGA T	.15	.137	10	Dly		Hamilton, Bermuda	IDL BO	.25	.10	.15	Dly		"	IDL K	1.61	1.21	20	W,Th,Su	
"	"	"	"	"	"		"	BOS P	.25	.15	.10	Dly		"	UL K	1.57	1.18	25	W,Su	
Fortaleza (Ceara), Brazil	MIA P	1.23	1.23	25	T,Th		"	UL T	.25C	.15C	.05**	Th,F,Sa		"	BOS P	1.59	1.19	25	Su,T,Th	
"	MSV P	1.44	1.44	25	W		"	YTO T	.25C	.15C	.05**	Th,F,Sa		"	IDL P	1.61	1.21	25	Su,T,Th	
"	HOU P	1.59	1.59	25	Su,T		"	LGA C	.20	.10	.11	Dly		"	IDL LI	1.69	1.27	25	M	
"	BRO P	1.51	1.51	25	T		"	MIA BO	.25	.19	.05	W,Sa		"	BOS AF	1.59	1.19	25	T	
Frankfort-on-Main, Germany	LAX P	1.72	1.72	25	Dly except M		"	IDL BO	.20	.10	.05	Su,F,Sa		"	IDL AF	1.61	1.21	25	T,W,F	
"	BOS P	1.22	.92	20	W,F,Sa		Hanoi, Indo-China	IDL AF	3.10	2.32	25	Sa		"	IDL EL	1.61	1.21	25	T,Sa	
"	IDL P	1.24	.93	20	Dly except F		"	BOS AF	3.08	2.31	25	Su		"	IDL BO	1.61	1.21	25	Sa	
"	IDL BO	1.24	.93	20	Dly		"	IDL SS	1.24	.93	25	Dly		"	IDL SR	1.59	1.19	25	Sa	
"	UL K	1.20	90	20	Su,W,F		"	IDL BO	1.24	.93	25	Dly		"	IDL SS	1.61	1.21	25	Su,T,F	
"	IDL SW	.97	.78	.20	Dly		"	IDL SR	1.24	.93	25	Su,W,F,Sa		"	IDL SR	1.61	1.21	25	Su,W,F,Sa	
"	IDL SS	1.24	.93	25	Dly		Hargeisa, Br. Somaliand	IDL BO	2.03	1.52	25	Dly		"</						

INTERNATIONAL AIR CARGO RATE TABLES — Continued

Destination	Airport and Airline	RATES (See Note)				Depart		
		Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.			
Karachi, Cont'd	IDL BO	2.27	1.71	25	Dly			
"	BOS BO	2.25	1.69	25	Th,Sa			
"	IDL AF	2.27	1.71	25	Sa,Su,M,T,Th			
"	BOS AF	2.25	1.69	25	T,Sa			
Keflavik, Iceland	IDL P	77	61	20	W			
"	IDL SW	77	61	20				
Ketchikan, Alaska	SEA P	22	09	15	Dly			
Khartoum, Anglo-Egypt, Sudan	IDL BO	1.99	1.49	25	Dly			
"	BOS BO	1.97	1.48	25	Th,Sa			
"	IDL SR	1.99	1.49	25	T			
Kimberley, So. Afr.	IDL BO	2.13	1.60	25	Dly			
"	BOS BO	2.11	1.59	25	Th,Sa			
Kinshasa, Belg. Congo	IDL S	2.03	1.52	25	Sa,Su,T,Th			
Kingston, Jamaica	MIA K	30	10	15	Dly			
"	BUJ CS	30	20	15	Dly			
"	CHI CS	35	22	15	Dly			
"	YIP CS	35	22	15	Dly			
"	ELD CS	31	21	15	Dly			
"	EVV CS	30	20	15	Dly			
"	TOL CS	32	15	15	Dly			
"	GRW CS	29	19	15	Dly			
"	HOT CS	33	23	15	Dly			
"	HAV CS	17	10	15	Dly			
"	HOU CS	30	20	15	Dly			
"	IND CS	31	21	15	Dly			
"	JAN CS	29	19	15	Dly			
"	LIT CS	31	21	15	Dly			
"	MEM CS	29	19	15	Dly			
"	MSY CS	27	17	15	Dly			
"	PUK CS	30	20	15	Dly			
"	STL CS	31	21	15	Dly			
"	SHV CS	31	21	15	Dly			
"	HUF CS	35	22	15	Dly			
"	TOL CS	35	22	15	Dly			
"	MKC CS	33	23	15	Dly			
"	SGF CS	32	22	15	Dly			
"	IDL BO	30	19	05	Dly			
"	MIA BO	30	10	05	Dly			
"	UL T	35C	23C	15	T			
"	YTO T	35C	23C	15	T			
"	IDL AV	30	20	15	Sa,Su,W,F			
"	MIA AV	20	10	05	Sa,W			
Kristiansand, Nor. (See Christiansand, Nor.)	IDL BO	1.96	1.47	25	Dly			
Kuwait, Kuwait	BOS BO	1.94	1.46	25	Th,Sa			
La Ceiba, Honduras	MSY TA	43	25	15	Dly			
"	MEXTA	25	19	15	M,T,W,T,F			
Lagos, Nigeria	IDL BO	1.73	1.30	25	Dly			
"	MIA BO	1.85	1.40	25	W,Sa			
"	BOS BO	1.71	1.28	25	Th,Sa			
"	IDL AF	1.73	1.30	25	T			
"	BOS AF	1.71	1.28	25	T			
La Guaira, Venez.	IDL P	50	32	20	M,T,Sa			
"	MIA P	40	25	20	Dly			
"	MSY P	45	30	20	Dly except M			
"	HOU P	49	33	20	Dly			
"	BRO P	49	33	20	Sa			
"	LAX P	62	47	20	Sa,M,Th			
"	MIA K	40	24	15	Dly			
"	IDL LV	50	32	10	Dly except M			
"	BUJ CS	50	33	15	Dly			
"	CHI CS	52	35	15	Dly			
"	YIP CS	52	35	15	Dly			
"	ELD CS	51	34	15	Dly			
"	EVV CS	50	33	15	Dly			
"	FWA CS	52	35	15	Dly			
"	GRW CS	49	32	15	Dly			
"	HAV CS	40	23	15	Dly			
"	HOT CS	53	36	15	Dly			
"	HOU CS	49	34	15	Dly			
"	IND CS	51	34	15	Dly			
"	JAN CS	49	32	15	Dly			
"	LIT CS	51	34	15	Dly			
"	MEM CS	49	32	15	Dly			
"	MSY CS	48	30	15	Dly			
"	PUK CS	50	33	15	Dly			
"	STL CS	51	34	15	Dly			
"	SHV CS	51	34	15	Dly			
"	HUF CS	52	35	15	Dly			
"	TOL CS	52	35	15	Dly			
"	MKC CS	53	36	15	Dly			
"	SGF CS	52	36	15	Dly			
"	KIN CS	54	37	15	Dly			
La Paz, Bolivia	MIA P	1.07	58	20	T			
"	MSY P	1.13	65	20	T			
"	HOU P	1.16	68	20	Su			
"	BRO P	1.16	68	20	Sa			
"	LAX P	1.29	82	20	M			
"	DAL B	1.19	70	20	M,F			
"	HOU B	1.16	68	20	M,F			
"	BRO B	1.17	69	20	M,F			
"	CRP B	1.16	68	20	M,F			
"	FTW B	1.19	70	20	M,F			
"	LKD B	1.22	73	20	M,F			
"	SAT B	1.19	70	20	M,F			
Leopoldville, Belgian Congo	LGA P	2.05	1.52	25	M,Th			
"	BOS P	2.01	1.51	25	M			
"	IDL S	2.03	1.52	25	Sa,T,Th,Sa			
Lethbridge, Alb., Canada	LGA T	32	28	10	Dly			
"	CTB W	67	04	10	Dly			
Libenge, Bel. Con.	IDL S	2.03	1.52	25	Sa,T,Th,Sa			
Lima, Peru	MIA P	87	45	20	Dly			
"	BOS P	88	46	20	Dly except M			
"	HOU P	96	56	20	Dly			
"	BRO P	96	56	20	Dly except Su			
"	LAX P	1.09	70	20	M,Th,Sa			
"	HOU B	96	56	20	Dly			
"	LKD B	1.02	60	20	Dly			
Lima, Cont'd	SAT B	98	58	20	Dly			
"	BRO B	97	57	20	Dly			
"	CRP B	96	56	20	Dly			
"	DAL B	99	58	20	Dly			
"	FTW B	99	58	20	Dly			
"	IDL LV	91	55	10	M			
Limala, Belg. Congo	IDL S	2.03	1.52	25	Sa,T,Th,Sa			
Linx, Austria	UL K	1.34	1.01	20	F			
"	IDL SR	1.34	1.01	25	Sa,W,F,Sa			
Lisbon, Portugal	IDL P	1.02	77	20	M,Th,Su			
"	BOS P	99	74	20	M,Th,Su			
"	IDL S	1.22	92	25	Sa,T,Th,Sa			
"	IDL BO	1.12	84	20	Dly			
"	BOS BO	1.10	83	20	Th,Sa			
"	UL BO	1.08C	81C	20C	M,W,F			
"	IDL AF	1.12	84	20	Th			
"	BOS AF	1.10	83	20	T			
"	IDL TW	1.12	84	20	Sa,T,Th			
"	BOS TW	1.10	83	20	Sa,T,Th			
"	PHL TW	1.14	85	20	Sa,T,Th			
"	CHI TW	1.10	80	25	Sa,T,Th			
"	IDL K	1.12	84	20	W,Sa			
"	UL K	1.08	81	22	W,F			
Liverpool, England	IDL BO	1.06	80	20	Dly			
"	BOS BO	1.04	78	20	Th,Sa			
Livingstone, S. Rhodesia	IDL BO	2.03	1.52	25	Dly			
"	MIA BO	2.15	1.62	25	W,Sa			
"	BOS BO	2.03	1.52	25	Th,Sa			
Loanda, Belgian Congo	IDL S	2.03	1.52	25	Sa,T,Th,Sa			
Lome, Fr. W. Afr.	IDL AF	1.73	1.30	25	T,W			
"	BOS AF	1.71	1.28	25	M			
London, England	IDL P	1.10	83	20	Dly			
"	PHL TW	1.08	81	20	Dly			
"	TOL CS	1.08	81	20	9 Wkly			
"	BOS TW	1.08	81	20	W,Sa			
"	CHI TW	1.17	88	20	9 Wkly			
"	PHL TW	1.12	84	20	F			
"	IDL EL	1.10	83	20	T,Sa			
"	IDL S	1.17	88	20	Sa,T,Th,Sa			
"	IDL SW	1.07	80	20	T			
"	IDL BO	1.10	83	20	Dly			
"	MIA BO	1.22	93	20	Dly			
"	BOS BO	1.08	81	30	Th,Sa			
"	IDL SR	1.10	83	20	Dly			
"	IDL SR	1.10	83	20	Sa,W,F,Sa			
"	IDL AF	1.10	83	20	T,Sa			
"	BOS AF	1.08	81	20	T,Sa			
"	IDL K	1.10	83	20	Dly			
"	UL T	1.06	79	20	Dly			
"	LGA T	06	0555	10	Dly			
London, Ont., Canada	IDL SR	1.37	1.02	25	M			
Lulea, Sweden	IDL S	2.03	1.52	25	Sa,T,Th,Sa			
Luluaburg, Belgian Congo	IDL BO	2.03	1.52	25	Dly			
Luauka, Northern Rhodesia	MIA BO	2.15	1.62	25	W,Sa			
Lydda, Israel	IDL SR	1.72	1.29	25	W			
"	IDL EL	1.72	1.29	25	T,Sa			
"	BOS TW	1.70	1.27	25	M			
"	IDL TW	1.72	1.29	25	M,Sa			
"	PHL TW	1.74	1.31	25	M,Sa			
"	CHI TW	1.80	1.35	25	M,Sa			
"	IDL LI	1.72	1.29	25	W,Sa			
"	IDL AF	1.72	1.29	25	W,Sa			
"	BOS AF	1.70	1.27	25	T,Sa			
"	IDL K	1.72	1.29	25	Sa,T			
"	UL K	1.68	1.26	27	Su			
"	IDL S	1.72	1.29	25	Sa,T,Th,Sa			
"	IDL BO	1.72	1.29	25	T,Th			
"	BOS BO	1.70	1.27	25	Th,Sa			
"	IDL SR	1.72	1.29	25	Sa,W,F,Sa			
Macao, Brazil	IDL P	1.52	1.52	25	Sa,T,Th			
"	MIA P	1.26	1.26	25	T,Sa			
"	MSY P	1.51	1.51	25	W			
"	HOU P	1.64	1.64	25	Sa,T			
"	BRO P	1.56	1.56	25	T			
"	LAX P	1.86	1.86	25	M			
Madras, India	IDL BO	2.49	1.87	25	Dly			
Madrid, Spain	IDL BO	1.22	92	20	Dly			
"	MIA BO	1.34	1.02	20	W,Sa			
"	BOS BO	1.21	91	20	Th,Sa			
"	IDL AF	1.22	92	25	T,F			
"	BOS AF	1.21	91	20	T			
"	IDL TW	1.22	92	25	Sa,T,Th			
"	BOS TW	1.21	91	20	Sa,T,Th			
"	CHI TW	1.30	98	25	Sa,T,Th			
"	PHL TW	1.25	93	25	Sa,T,Th			
"	IDL K	1.22	92	20	Sa,M,Th,F			
"	UL K	1.18	89	22	Su,F			
"	IDL S	1.22	92	25	Sa,T,Th,Sa			
Mafrag, Jordan	IDL BO	1.72	1.29	25	Dly			
"	BOS BO	1.72	1.29	25	W,Sa			
Malmö, Sweden	IDL SR	1.36	95	25	Dly			
Malta	IDL BO	1.43	1.08	27	Dly			

INTERNATIONAL AIR CARGO RATE TABLES—Continued

Destination	Airport and Airline	RATES (See Note)				Depart	Destination	Airport and Airline	RATES (See Note)				Depart	Destination	Airport and Airline	RATES (See Note)				Depart	
		(Per 100 Lbs.)							(Per 100 Lbs.)							(Per 100 Lbs.)					
		Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.				Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.				Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.		Per 100 Lbs.
Monterrey, (Cont'd)	LGA A#	26	20	15	Dly		Panama City, Pan.	MIA P	39	19	15	Dly		Quito (Cont'd)	LAX P	.86	.58	20	M,Th		
"	BUF A#	24	20	15	Dly		"	MSY P	45	26	15	Dly except M		"	IDL AV	.74	.44	15	M,W,F		
"	CLE A#	22	17	15	Dly		"	BRO P	48	29	15	Dly		"	MIA AV	.64	.35	15	M,Th		
Montevideo, Uruguay	IDL P	1.50	.88	25	T,Th,Sa		"	HOU P	48	29	15	Dly except Su		"	MIA AE	.55	29	15	W,F		
"	MIA P	1.43	.80	25	T,Th,Sa		"	LAX P	61	43	15	M,Th,Sa		Rangoon, Burma	IDL BO	2.63	1.99	25	Dly		
"	MSY P	1.50	.87	25	W,F		"	HOU R	48	31	15	Dly		"	MIA BO	2.77	2.10	25	W,Sa		
"	HOU P	1.53	.90	25	Su,T,Th		"	CRP R	48	31	15	Dly		"	BOS BO	2.64	1.98	25	Th,Sa		
"	BRO P	1.53	.90	25	T,Th		"	DAL B	51	31	15	Dly		"	IDL K	2.65	1.99	25	W,F,Sa		
Montreal, Que., Canada	LAX P	1.67	1.04	25	Th		"	MIA K	39	20	15	Su,F		"	IDL SS	2.65	1.99	25	M,Th,Sa		
"	LGA C	.86	.0405	10	Dly		"	UL K	54	32	15	Sa,M,Th		Recife (Pernambuco) Brazil	MIA P	1.16	1.16	25	M,Th,Sa		
"	CHI T	1.22	1.0553	10	Dly		Pantelleria, Italy	IDL LI	1.50	1.13	25	W		"	MSY P	1.50	1.50	25	Su,W,F		
"	CLE T	.09	.085	10	Dly		Paramaribo, Surinam	IDL P	.64	.39	15	T,Sa		"	HOU P	1.64	1.64	25	Sa,T,Th		
"	LGA NE	2.08	6.55	10	Dly		"	MIA P	.57	.33	15	F,Su		"	BRO P	1.56	1.56	25	Sa,T,Th		
"	BOS NE	1.05	4.55	10	Dly		"	HOU P	.67	.43	15	F,Su		"	LAX P	1.84	1.84	25	M		
Mosoro, Brazil	IDL P	1.41	1.15	15	T,Th		"	BRO P	.67	.43	15	Th		Reggio Calabria, Italy	IDL LI	1.47	1.11	25	Dly except Su		
"	MIA P	1.24	1.08	15	T,Th		"	LAX P	.81	.57	20	M		"	LGA T	.25	.25	15	Dly		
Munich, Germany	BOS P	1.30	.98	25	Dly except Th		"	IDL K	.64	.30	15	Su,W,Sa		Reunion Island	IDL AF	2.86	2.15	25	Sa,W		
"	IDL S	1.30	.98	25	Sa,Su,T,Th		"	MIA K	.57	.33	15	Su,W,Sa		"	BOS AF	2.84	2.13	25	Sa		
"	IDL SS	1.30	.98	25	Sa,T,W,F		"	UL K	.60	.43	15	M,Th,Sa		"	IDL P	1.37	.84	25	Dly except M		
"	BOS AF	1.28	.96	25	T,Sa		"	IDL EL	1.17	.88	20	T,Sa		"	MIA P	1.26	.80	25	T,Th,Sa		
"	IDL K	1.30	.98	20	Th,F,Sa,M		"	IDL SR	1.17	.88	20	Su,W,F,Sa		"	MSY P	1.54	1.54	25	M		
"	UL K	1.26	.95	22	Th,F,Sa,M		"	IDL AF	1.17	.88	20	Dly		"	HOU P	1.68	.97	25	Su,T,Th		
"	IDL SR	1.30	.98	25	Su,W,F,Sa		"	BOS AF	1.15	.86	20	T,Sa		"	BRO P	1.60	.92	25	T,Th		
Nairobi, Kenya	IDL BO	2.03	1.52	25	Dly		"	IDL K	1.17	.88	20	Dly		"	LAX P	1.94	1.94	25	M		
"	MIA BO	2.15	1.62	25	Dly		"	UL K	1.12	.84	20	Su,W,F		"	DAL B	1.42	.87	25	M,T,Th,Sa		
"	BOS BO	2.01	1.51	25	W,F,Sa		"	IDL TW	1.17	.88	20	15 Weekly		"	HOU B	1.42	.89	25	M,T,Th,Sa		
"	IDL EL	2.03	1.51	25	W,Sa		"	BOS TW	1.16	.86	20	M,Th,F		"	BRO B	1.67	.96	25	M,T,Th,Sa		
"	IDL AF	2.03	1.51	25	W,Sa		"	CHI TW	1.24	.94	15	15 Weekly		"	CRP B	1.54	.84	25	M,T,Th,Sa		
"	BOS AF	2.01	1.51	25	Th,Sa		"	PHL TW	1.19	.89	20	15 Weekly		"	FTW B	1.42	.87	25	M,T,Th,Sa		
"	IDL SS	2.03	1.52	25	T		"	YIP TW	1.22	.92	25	15 Weekly		"	LRD B	1.47	.89	25	M,T,Th,Sa		
Nandi, Fiji	SFO BC	1.71	1.28	25	M,Th,F		"	IDL P	1.17	.88	20	Dly		"	SAT B	1.42	.87	25	M,T,Th,Sa		
"	HNL BC	1.07	.80	20	M,Th,F		"	BOS P	1.15	.86	20	Th,F		Roberts Field, Lib.	IDL AF	1.69	1.27	25	Sa,Su		
"	VR BC	1.71	1.28	25	M & Alt. Th,F		"	IDL SW	.91	.74	20	Th,F		"	BOS AF	1.67	1.25	25	Sa		
Naples, Italy	IDL LI	1.42	1.07	25	Dly		Parnahyba, Brazil	IDL P	.96	.45	15	Su,M,W,F		"	IDL P	.69	.37	25	Th		
"	IDL S	1.42	1.06	25	Sa,Su,T,Th		"	MIA P	.80	.48	15	Th,Sa		"	BOS P	1.16	1.25	25	M,Th		
Nassau, Bahamas	MIA P	.07	.04	05	3 Dly		Parral, Chih., Mex.	ELP L	1.10	.08	25	Dly		Robore, Bolivia	MIA P	1.16	.63	20	Th,Su		
"	UL T	.23	.18	05	F		Pereira, Colombia	IDL AV	.64	.38	15	M,Th,Sa		"	MSY P	1.22	.70	25	Su		
"	YTO T	.22	.18	05	F		"	MIA AV	.54	.29	15	M,Th		"	HOU P	1.25	.73	25	Sa,W		
"	IDL BO	.17	.13	05	Dly		"	IDL SW	1.08	.86	20	Dly		"	BRO P	1.25	.73	25	Sa,W		
"	MIA BO	.07	.04	05	Dly		"	Phnom Penh, Indo-China	IDL AF	3.02	2.29	25	Sa,Su,W		"	LAX P	1.39	.87	25	Th	
Natal, Brazil	IDL P	1.45	1.45	25	T,Th		"	BOS AF	3.01	2.25	25	Sa		Roenne, Denmark	IDL SS	1.29	.79	25	Dly		
"	MIA P	1.25	1.25	25	T,Th		"	Ponce, P. R.	LGA R**	.20	.17	Dly		"	IDL S	1.39	1.04	25	Su,T,Th		
"	MSY P	1.48	1.48	25	W		"	Popayan, Columbia	IDL AV	.72	.39	15	M,Th,Sa		"	IDL LI	1.39	1.05	25	W,F	
"	HOU P	1.62	1.62	25	Su,T		"	MIA AV	.61	.30	15	M,Th		"	IDL BO	1.39	1.04	25	Dly		
"	BRO P	1.54	1.54	20	T		"	Port au Prince, Haiti	MIA P	.15	.12	15	Dly		"	BOS BO	1.37	1.03	25	Th,Sa	
"	LAX P	1.80	1.80	20	M		"	IDL P	.25	.21	15	Dly		"	IDL EL	1.39	1.04	20	T,Sa		
N'Dola, Rhodesia	IDL S	1.97	1.48	25	Sa,Su,T,Th		"	CHI CS	.28	.23	15	Sa		"	IDL SS	1.39	1.04	25	Dly ex. Su, W		
Niamey, Fr. W. Afr.	IDL AF	1.73	1.30	25	M,T,Th,F		"	YIP CS	.27	.23	15	Sa		"	IDL P	1.39	1.04	25	Dly		
"	BOS AF	1.71	1.28	25	T		"	HOU CS	.25	.22	15	Sa		"	BOS AF	1.37	1.03	25	T,Sa		
"	IDL S	1.27	.95	25	Sa,Su,T,Th		"	MSY CS	.22	.18	15	Sa		"	IDL K	1.39	1.04	25	Dly except M		
"	IDL SS	1.27	.95	25	Sa,Su,T,Th		"	MEMCS	.26	.21	15	Sa		"	IDL TW	1.39	1.04	25	16 Weekly		
"	IDL AF	1.27	.95	20	Dly		"	MIA K	.15	.12	15	M		"	BOS TW	1.37	1.03	25	Dly ex. W,Sa		
"	BOS AF	1.25	.93	25	T,Sa		"	IDL K	.25	.21	15	M		"	CHI TW	1.47	1.10	25	16 Weekly		
"	IDL P	1.16	.87	20	Su		"	IDL BO	2.23	1.67	25	Dly		"	YIP TW	1.44	1.09	25	16 Weekly		
"	BOS P	1.12	.84	20	Su		Port Elizabeth, U. of S. Af.	IDL BO	2.21	1.66	25	Th,Sa		"	IDL SR	1.39	1.04	25	Su,W,F,Sa		
"	IDL K	1.27	.95	20	Su,T,Sa		"	Port of Spain, Trinidad	IDL P	.45	.30	15	T,Th,Sa		"	IDL P	1.39	1.04	25	Dly ex. M,T	
"	UL K	1.22	.92	22	W,F,Su		"	"	MSY P	.45	.31	15	W,F		"	BOS P	1.37	1.03	25	Th,F	
"	IDL SR	1.27	.96	25	Su,W,F,Sa		"	"	HOU P	.48	.34	15	Su,T,Th		"	IDL SW	1.12	.90	20	Th	
Nicosia, Cyprus	IDL BO	1.61	1.21	25	Dly		"	"	BRO P	.48	.34	15	Th,Sa		Saigon, Indo China	IDL AF	2.93	2.20	25	Sa,Su,M,T,Th	
"	MIA BO	1.73	1.31	25	W,Sa		"	"	LAX P	.62	.48	15	Th,Sa		"	BOS AF	2.92	2.19	25	Th	
"	BOS BO	1.59	1.19	25	Th,Sa		"	"	UL T	.50	.34	15	W		"	IDL P	.27	.21	05	M,M	
Nogales, Son., Mex.	MEX L	.19	.16	25	Dly		"	"	YTO T	.50	.34	15	W		St. Croix, Virg. Is.	MIA P	.20	.15	05	Su,W	
Nome, Alaska	BEA P	.55	.25	15	T,F		"	"	IDL K	.45	.30	15	M,W,F		"	BOS T	.06	.0553	10	Dly	
Norfolk, Sweden	IDL SS	1.17	.88	20	Dly		"	"	MIA K	.38	.24	15	M,W,F		St. John, N. B.	"	"	"	"		
North Bay, Ont., Canada	LGA T	.08	.0755	10	Dly		"	"	IDL AL	.45	.30	F		St. Johns, Antigua, B.W.I.	IDL P	.34	.24	05	Su,W		
Nooumea, New Caledonia	IDL AF	3.49	2.62	25	Monthly		"	"	IDL BO	1.95	1.46	25	Dly	"	"	MIA P	.25	.18	15	Su,W	
"	BOS AF	3.47	2.60	25	Monthly		Port Sudan, Ang. Eg. Sudan	IDL BO	1.95	1.46	25	Dly		"	"	BOS T	.25	.18	15	Su,W	
Nueva Gerona (Ile of Pines), Cuba	MIA EA	.14	Dly			Porto Alegre, Brazil	IDL P	1.52	.89	25	Tu,Sa		St. Johns, N. F.	BOS T	.17	1655	10	Dly		
Nueva Ocotepaque, Hon.	MSY TA	.47	.36																		

INTERNATIONAL AIR CARGO RATE TABLES — Continued

RATES (See Note)						RATES (See Note)						RATES (See Note)					
Destination	Airport and Airline	Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.	Destination	Airport and Airline	Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.	Destination	Airport and Airline	Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.
		Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.			Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.			Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.
Sao Paulo, (Cont'd)	CHI E#	.28	.34	.15	Sa	Sao Paulo, (Cont'd)	CHI E#	.28	.34	.15	Sa	Toronto, Ont., Can.	LGA A**	.07	.0478	.10	Dly
	YIP E#	.27	.33	.15	Sa		SEA P	1.71	1.28	.25	8,Th		BUF A**	.07	.0478	.10	Dly
	IDL E#	.25	.18	.08	3 Dly		LAX P	2.30	1.66	.25	Sa,Th		LGA T	.05	.0485	.10	Dly
	LAX P	.15	.12	.05	Dly	Sydney, Australia	SFO P	2.30	1.66	.25	Th	Toronto, Ont., Can.	ELP L	1.00	.25	.10	Dly
	ELP L	.16	.13	.25	Dly		SEA P	2.30	1.66	.25	Sa	Trapani, Italy	IDL T	1.35	1.12	.25	F
Sao Luis, Brazil	MIA P	.42	.21	.15	Dly		PDX P	2.30	1.66	.25	Sa	Trinidad, Cuba	MIA P	.15	.09	.05	Dly
Sao Salvador, El Salvador	MSY P	.38	.19	.15	Dly ex. M,Th		IDL K	3.51	2.64	.25	Dly except M	Tripp, Libya	IDL BO	1.46	1.09	.25	Dly
	HOU P	.36	.24	.15	Dly		UL K	3.50	2.63	.27	W,Su		MIA BO	1.88	1.20	.25	W,Sa
	BRO P	.34	.20	.15	Dly except Su		IDL BO	3.51	2.64	.25	Dly		BOS BO	1.44	1.08	.25	Th,Sa
	LAX P	.50	.35	.18	Dly		MIA BO	3.52	2.74	.25	W,Sa		MSY TA	.48	.37	...	Dly
	MSY TA	.30	.13	...	Dly		BOS BO	3.45	2.62	.25	Th,Sa		MEX TA	.28	.22	...	M,T,W,Th,F
	MEX TA	.20	.13	...	Dly		SFO BC	3.20	1.66	.25	M,Th		IDL S	2.63	1.93	.25	Sa,Su,T,Th
Santa Clara, Cuba	MIA P	.13	.09	.05	Dly		BNL BC	1.17	1.66	.25	M,Th						
Santa Cruz, Bolivia	MIA P	1.16	.63	.20	Sa,Su,M,Th		VR BC	2.20	1.66	.25	M, alt. Th						
	MSY P	1.21	.60	.20	Sa,Su	Sydney, N. S.	BOS T	.10	.0995	.10	Dly						
	HOU P	1.24	.72	.25	F,W,Sa,Su		SFO PH	2.49	1.87	.25	W,Sa						
	BRO P	1.24	.72	.25	F,W,Sa,Su	Taipei, Formosa	IDL NW	2.48	1.74	.25	M,Th						
	LAX P	1.37	.85	.25	F,W,Sa,Su		MKE NW	2.65	2.01	.20	M,Th						
Santa Maria, Azores	IDL P	.88	.65	.20	M,T,Th		MPS NW	2.64	1.96	.20	M,Th						
	BOS P	.84	.64	.15	M,T,Th		SEA NW	2.49	1.87	.20	M,Th						
	IDL TW	.86	.65	.20	Sa,T,Th		SFO NW	2.49	1.87	.20	M,Th						
	BOS TW	.84	.64	.20	Sa,T,Th	Talara, Peru	MIA P	.72	.38	.15	Dly except Sa						
Santa Maria, Colombia	IDL AV	.66	.53	.18	M,Th,Sa		MSY P	.78	.45	.20	Dly except Sa						
	MIA AV	.46	.35	.15	F,W,Sa		HOU P	.81	.48	.20	Dly except F						
Santiago, Chile	MIA P	1.30	.72	.15	Dly except Th		BRO P	.81	.48	.20	Dly except Su						
	MSY P	1.37	.79	.15	Dly ex. M,Th		LAX P	.84	.52	.20	M,Th						
	HOU P	1.40	.82	.15	Dly except T												
	BRO P	1.40	.82	.15	Sa,T,Th,Sa	Tampico, Mexico	HOU P	.13	.09	.15	Dly except Sa						
	LAX P	1.53	.96	.15	M,Th,Sa		BRO P	.13	.09	.15	Dly except Th						
Santiago, Cuba	IDL BO	.19	.19	.20	Dly		LAX P	.36	.28	.15	Dly						
	MIA BO	.19	.19	.20	Dly	Tamative, Madagascar	IDL AF	3.73	2.06	.25	Su,W,F						
Sao Luis, Brazil	IDL P	.79	.72	.20	T,Th,Sa		BOS AF	3.71	2.04	.23	T,Sa						
	MIA P	1.16	.16	.20	Th	Tananarivo, Madagascar	IDL AF	2.68	2.01	.25	W,F,Sa						
	MSY P	1.38	.138	.25	Sa,M,T,W,Th		BOS AF	2.66	2.00	.25	Sa						
	HOU P	1.51	.181	.26	Sa,T,Th	Tangier, Morocco	IDL AF	1.26	.95	.25	Sa,M,W						
	BRO P	1.43	.143	.25	Sa,T,Th		BOS AF	1.24	.93	.25	T						
	LAX P	1.62	.162	.25	Sa,T,Th	Tapachula, Mexico	MIA P	.42	.21	.15	Dly						
Sao Paulo, Brazil	IDL P	1.32	.82	.25	F,Sa,Su,T,W		MSY P	.39	.19	.15	Dly ex. M,Th						
	MIA P	1.32	.82	.25	T,Th		HOU P	.29	.21	.15	Dly						
	MSY P	1.56	.95	.25	W,F		BRO P	.27	.17	.15	Sa,Su,T,Th						
	HOU P	1.73	1.04	.25	Su,Th		LAX P	.43	.32	.15	Sa,T						
	BRO P	1.67	.98	.25	Th	Tegucigalpa, Hon.	MIA P	.47	.23	.15	Dly						
	LAX P	1.99	1.99	.25	M		MSY P	.40	.22	.15	Dly ex. M,Th						
	BRO P	1.67	.98	.25	Sa,T,Th,Sa		HOU P	.39	.26	.15	Dly						
	CRP P	.94	.64	.25	Sa,T,Th,Sa		BRO P	.37	.22	.15	Dly ex. M,Th						
	DAL B	1.42	.86	.25	Sa,T,Th,Sa		LAX P	.35	.18	M,Th,Sa							
	PTW B	1.42	.86	.25	Sa,T,Th,Sa		MSY TA	.40	.23	...	Dly except Su						
	HOU B	1.43	.89	.25	Sa,T,Th,Sa		MEX TA	.23	.16	...	Dly except Su						
	LKD B	1.47	.91	.25	Sa,T,Th,Sa	Teheran, Iran	IDL BO	2.03	1.82	.25	Dly						
	SAT B	1.42	.89	.25	Sa,T,Th,Sa		MIA BO	2.15	1.62	.25	W,Sa						
Sao Salvador, Brazil	IDL P	1.88	1.88	.25	Dly except M		BOS BO	2.15	1.62	.25	Th,Sa						
	MIA P	1.23	.23	.25	T,Th,Sa		IDL AF	2.03	1.52	.25	Sa,Th						
	MSY P	1.54	1.54	.25	Su,W,F		BOS AF	2.01	1.51	.25	Sa						
	HOU P	1.73	1.72	.25	Sa,T,Th		IDL K	2.03	1.52	.25	Su,Th						
	BRO P	1.64	1.64	.25	T,Th		UL K	1.99	1.49	.25	Su						
	LAX P	1.94	1.94	.25	M		IDL SS	2.03	1.52	.25	Th,Sa						
Shannon, Eire	IDL P	.96	.74	.20	M,Th,Sa	Tel Aviv, Israel	IDL S	1.72	.29	.25	Sa,Su,T,Th						
	BOS P	.98	.76	.20	Th		IDL EL	1.64	.123	.25	T,Sa						
	IDL LI	1.00	.75	.25	W,Sa		IDL AF	1.72	.29	.25	W,Su						
	UL T	.96C	.72C	.25**	W		IDL TW	1.72	.29	.25	M,Sa						
	IDL TW	.96	.74	.20	10 Weekly		BOS TW	1.70	.27	.25	M						
	BOS TW	.98	.76	.20	W,Th,Sa		PHL TW	1.74	.25	M,Sa							
	PHL TW	1.02	.76	.20	10 Weekly		CHI TW	1.80	.35	.25	M,Sa						
	CHI TW	1.07	.81	.20	10 Weekly		BOS AF	1.70	.27	.25	T						
	IDL SR	.99	.74	.20	Su,W,F,Sa		IDL SR	1.72	.29	.25	Su,W,F,Sa						
	IDL K	.99	.74	.20	Su,W,F		IDL SS	1.45	.109	.25	W,Th,Sa						
	IDL SW	.77	.61	.20	...	Tela, Honduras	MSY TA	.42	.35	...	Dly						
Singapore, Mal. St.	IDL BO	2.83	2.13	.25	Dly		MEX TA	.20	.19	...	M,T,W,Th,F						
	MIA BO	2.95	2.23	.25	W,Sa	Tobago, B.W.I.	IDL BO	.45	.30	.15	M,W,Sa						
	BOS BO	2.83	2.13	.25	Th,Sa	Tokyo, Japan	IDL P	3.53	2.65	.25	T						
	SFO P	2.83	2.13	.25	F		BOS P	3.42	2.64	.25	T,Th						
	LAX P	3.43	2.31	.25	F		LAX P	2.36	1.77	.25	T,W						
	IDL AF	2.83	2.13	.25	W		SFO P	2.36	1.77	.25	Sa,Su,Th						
	BOS AF	2.83	2.13	.25	W,F,Sa		SEA P	2.36	1.77	.25	Sa,Th						
	IDL K	2.83	2.13	.25	Sa,Su,Th		PDX P	2.36	1.77	.25	Sa,Th						
	UL K	2.83	2.13	.25	Su		IDL AF	3.53	2.65	.25	Su						
Siuna, Nicaragua	MSY TA	.65	.42	...	Dly		BOS AF	3.52	2.64	.25	Sa						
	MEX TA	.43	.33	...	M,T,W,Th,F		IDL SS	3.53	2.65	.25	M,Th						
Stanleyville, Bel Congo	IDL S	2.03	1.53	.25	Sa,Su,T,Th		KDF NW	2.40	1.80	.20	Th						
Stavanger, Norway	IDL SS	1.24	.93	.25	Dly		CHI NW	2.68	2.01	.20	M,Th,Sa						
Stockholm, Sweden	IDL SS	1.26	.95	.25	Dly		MKE NW	2.68	2.01	.20	M,Th,T						
	UL K	1.22	.92	.20	Su,W,F		MPS NW	2.64	1.98	.20	M,Th,T						
	IDL K	1.26	.95	.25	Sa,Su,T,Th		PTT NW	2.71	2.04	.20	M,Th,T						
	IDL P	1.26	.95	.20	Sa,T,Th		IDL NW	2.74	2.08	.20	M,Th						
	BOS P	1.24	.93	.20	Sa,T,Th		IDL BO	3.53	2.65	.25	W,Sa						
Stuttgart, Germany	IDL P	1.19	.85	.20	Dly except Th		MIA BO	3.53	2.65	.25	W,Th						
	BOS P	1.10	.82	.20	Sa,W		BOS BO	3.52	2.64	.25	Th,Sa						
	IDL SR	1.26	.95	.25	Dly		SFO PH	2.50	1.88	.15	W,Sa						
	IDL SR	1.26	.94	.25	Su,W,F,Sa		IDL K	3.53	2.65	.25	Th,Sa						
	IDL K	1.26	.95	.20	M,W,F		UL K	3.49	2.62	.27	W,F						
	UL K	1.22	.91	.20	W,F												
	IDL SW	.97	.78	.20	...												

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The Cargo Situation in Europe and the U. S.

by D. Sj. de Boer, freight division, KLM Royal Dutch Airlines



COMPARE WESTERN EUROPE geographically with the U.S.A. territory, the difference is obvious. Long distances between highly developed areas in one country we find in the United States, whereas in Europe we find short distances between several countries, with customs barriers between them. In Europe we may say—apart from a few exceptions—that all air cargo is international cargo, going abroad for some intercontinental or European destination. This means that air cargo in Europe has in the majority of cases to be cleared through customs, with which understanding the authorities show for speed in the case of air cargo means extra time in the total transit period from consignor to consignee. If the ideal is set for a constant moving of the goods, this means that in the short distances the necessary

customs work in Europe greatly affects the time saving air cargo has to offer and means as such a hampering of the air cargo development in regional European traffic. And anyone will agree, the shorter the distance—as is the case between European points—the greater the effect. In intercontinental cargo, where aviation is to be compared with sea traffic, the time gain is not substantially affected, however important any saving of time may be for the development.

A highly intensive surface transportation system exists in Western Europe. Roads, canals, rivers, and railways form together a closed transport system. Coaster traffic and regular steamship lines between all European ports—from Norway to the Baltic, U.K., Holland down to the Mediterranean ports—are an important asset in distributing goods at very low cost.

Is there amidst this highly developed and efficient transport system in Europe a chance for air cargo opera-

tions between European cities separated from each other by distances of approximately 500 kilometers? Surface transportation already brings goods overnight by rail or truck between important industrial centers.

It should be noted that in view of existing customs barriers in the exchange of goods in Europe, there is an additional brake for air cargo development compared with circumstances in the U.S.A. It goes without saying that the many regular passenger lines bring in cargo, and perhaps would bring in more cargo, if cargo holds offered more space than they do at present. The answer to the question can be given by pointing out that it all depends on the cost of operation of the aircraft, and it is felt that the time answer differs in no way to conditions in the United States.

Characteristics

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factors, which either originate from the nature of the goods or from wishes as expressed by the consignor or the consignee.

The first group covers goods of a perishable or fragile nature and examples thereof are well known: vegetables, fruit, sera, live animals and fish, radio tubes, glass-ware, etc. The second category is dependent on whether the buyer or seller is in urgent need of the goods.

Urgency in a dual meaning: It may be the case that goods have to be on the spot without delay (the sample, the pharmaceutical preparation, the engineering spare-part or accessory)—this may be classified as the emergency case. On the other hand and this is the second meaning, the buyer or seller sees it as an advantage to have the goods on the spot as rapidly as possible. In the first case the loss resulting from the goods not having come to hand is immediately accessible, and other considerations play a part as well. Everyone will agree that goods of a fragile or perishable nature and also those belonging to the emergency category require rapid transportation. The cargo plane meets such cases properly.

The remaining category constitutes an interesting field for investigation. It might be said that this cargo might equally well be transported by any

other means of transportation. What are the important points? In the first place quick delivery is of importance. The more the airlines succeed in fostering this, the greater are the cargo space selling possibilities. Their sales activities will, therefore, have to be tuned in this direction. Furthermore, the savings, resulting from speedy delivery for the client will have to be investigated. An important role is played by size of production, stock-piling, capital utilization and investment and also by interest involved and insurance payable. Then again the saving on packing and the individual handling of goods, may be put forward as supplementary arguments.

However plausible these arguments may be, the price is an important factor in commerce. It is possible indeed to prove in some cases that air cargo with its additional advantages is more advantageous than ground transport, but in far the greater number of cases, air transport is the most expensive means of transportation and this is certainly so for shorthaul traffic. It is possible to compare the difference in price level, which in air cargo may be opposed to the great variety of goods to be transported, with a magnet attracting particles of iron of different weight. The closer the magnet approaches the bits of iron—the price decreases—the

greater number of iron particles (more goods) will be attracted.

The shorter the distance which has to be bridged, the more important the price factor. This means that, for shorthaul traffic, the operational cost of the cargo plane, seeing speed is a reduced



D. Sj de Boer

attraction, will have to be such that it approaches that of ground transport. In this article it is rather difficult to indicate this level on account of the prevailing market prices in European transportation.

It is up to the technicians to give us the solution as regards operational costs. An aeroplane of large capacity with a relatively low velocity as against the aeroplane with a reduced loading capacity having a high velocity. However simple this question may be, the answer no doubt presents difficulties and is certainly being studied by the aircraft designers. One thing is certain however, its solution is of the greatest significance for the development of air cargo. In another way as well, it appears how great the technicians' share may be in aircargo development.

At present the commercial cost amounts to about 20-30% of the cost per produced t/km in cargo traffic. This means that 70-80% of the cost

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constitutes the construction and the operation of the airplane itself. A reduction of the cost—the greater part—therefore depends on the technicians. The more they succeed in incorporating simplifications and improvements, resulting in a lowering of the cost, the greater the possibilities in the development of air cargo.

Whereas, therefore, perishables and emergency shipments produced a lively traffic, which may in respect of perishables still be increased many times its present volume, should the air cargo rates be reduced, there are still great untapped markets for air cargo in Europe. There is definitely a need for the airplane to cover short distances, which when used for intercontinental as well as for inter-European traffic can fill an important task. Low rate structure is in that case an elementary requirement, if we are to realize this stage of development.

Air cargo in Europe is progressing, though it still forms approximately one-fifth of the total revenue ton mile sales of the European companies. While there is need for more cargo capacity, however, it is essential that cost in cargo operations be reduced. Though speed has its own selling price, and additional advantages obtained from shipping by air are attractive to the shipping public, these air cargo characteristics require in local European cargo markets highly efficient and developed surface transport, which places rate competition in the focusing point.

VIA AIRFREIGHT

(Continued from page 9)

time in transit is reduced but also because of the time gained in handling air-shipped imports through U. S. Customs. Just as airfreight has made the whole United States a Neiman-Marcus market, international airfreight has made the whole world its market, too.

One of the most valuable single

shipments per pound to arrive by air for Neiman-Marcus was a \$100,000 collection of lace from the Westall collection in New York for its first public exhibit—the shipment weighing a mere 15 pounds. The collection included 48 pieces, all the finest examples of lace-making woven in muted light and in damp places to prevent the threads from knotting and tearing, with many of the pieces dating back to the 16th century.

Stanley Marcus was asked a few years ago to address the British Board of Trade and leading British manufacturers in London on "Selling the American Market." In his address, which has been widely reprinted both in England and in the United States and which is used as standard reference by the British Consular Services in the U. S., he emphasized distribution and delivery to the American market: "Deliveries are of paramount importance. Give the shortest delivery date possible, service re-orders by air, and make it easy as well as profitable for an American store to do business with you. But be reliable above all." This same emphasis on delivery from the foreign market by air was repeated later when he spoke before the Federation of Belgian Industries in Brussels, Belgium.

Neiman-Marcus has just completed a million dollar Service Building, located midway between the downtown and suburban stores. The effective engineering of shipment handling machinery combined with speedy procedures and shuttle truck service gives the merchandise handling a speed on the ground comparable to that in the air.

Currently 17% of all of the store's merchandise shipments arrive by air at a cost to the store of around \$35,000.00. According to Traffic Manager Butler, advance manifests by teletype from Slick enables him to plan work procedures in the receiving department

more effectively and help assure the smooth flow of merchandise into stock at the downtown and suburban stores.

Timing, according to Stanley Marcus, is one of the most important factors in successful selling, and movement of merchandise by air gives the internationally-famous Texas store great control over this factor.



NEW APPROACH

(Continued from page 5)

system of personalized individual handling allowed "impossible" deadlines to be made. For over six years we have continued to handle the great majority of this business.

From financial printers we next took a careful look at the problem the Federal Reserve Bank of New York was having in handling cancelled checks between their member banks all over the country. Here again they were looking for a carrier which had complete flexibility in their use of all air and surface carriers. Beyond this, each bag of checks sent into the Bank required the closest possible follow-up to insure meeting such delivery deadlines as five hours from bank door to bank door between New York and Cleveland. From our experience in getting to know their problem better, we once again tailored our service to fill their need.

From this point and with the final approval of the CAB, we then went on to learn the problems of various other sections of business and industry, and then to offer our service to

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Much of our present business was developed on a so-called "emergency" basis. Today we find the trend is toward utilization of airfreight on a more routine basis. Airfreight is a natural for keeping high inventory and warehousing costs low through its ability to provide literally overnight delivery to almost every major city in the country. Even the smaller cities and towns are served by companies such as ours in only a few additional hours through combined use of air, rail, truck and bus lines. We were pleased to have been consulted by a major corporation in cutting down their number of warehouses, and substituting airfreight to fill their customers' orders and demands.

Our whole industry is so young that many new and important advantages and features keep being added almost daily. For one thing, we now have set into operation a complete coast to coast private line teletype system which ties all our offices together. Our thought was to improve our ability to keep our finger on each

shipment at every stage of its journey. In addition, this teletype service allows us to alert our destination office, in advance, of shipments on their way. We have eliminated the guess work by giving our destination office the full flight forwarding information including the flight and airbill, number of pieces and weight—even the consignee's name and the deadline. It makes it a very simple matter for our consignees to call our destination office for a full report on the exact time they can expect their shipment.

One thing in which we've taken a great deal of pride is our claim record, which we understand is the lowest in the industry. Yet, we're still not satisfied that we can't better even a good record. To this end we are conducting exhaustive experiments with a special impact recorder. The recorder works on a time clock principle, and a small needle indicates by a pen stroke when any unordinary handling is afforded the shipment. The recorder is concealed in standard type shipping containers. Even our own people are unaware that it's anything but one of our regular shipments. By the use of this impact recorder, we've been able to gain much valuable information which has

ROUND TABLE

(Continued from page 7)

Realistically, KLM believes that we can make even more of a profit by slashing cargo rates which should introduce new commodities into the air of a larger nature, which new equipment will permit and which will have the effect of increasing volume considerably and decreasing unit costs appreciably. Certainly both Lockheed and Douglas are correct in predicting greater volumes by 1960; since 1948 our own volume has trebled. Every indication is that the same will be accomplished again over the next four year period.

helped us provide an even safer ride for every shipment in Emery service.

We are of the opinion that we've only scratched the surface in applying the advantages of airfreight transportation to American business. Our whole approach to introducing our airfreight service is through creative selling. We feel that our service is inexpensive in relation to its value. The prospect of getting more companies to use airfreight as a part of their daily needs is not only possible but is being proved again and again every day. With bigger and better planes being rushed in to increase the lift of the airlines, even greater advances in the use of airfreight will be made. With costs of surface carriers on the constant rise, there is actual economy on a rate basis alone in expanded use of airfreight. All these plus values seem to us to make for an almost unlimited future.

WHAT FOG?

(Continued from page 8)

anyone around insisting that the airlines deliberately lose money. So why do they bother?

LET'S STUDY the article a little more closely. The Flying Tiger Line's domestic cargo business is reported to be just 21% of its 1952 revenue, but this figure, said FTL, represents only the airbill common carriage revenue from airfreight and does not include the domestic airfreight charters which are part of the company's general airfreight business. Actually, 35% for the period under discussion in the article is closer to the truth, and 45% would be more correct for the current figure. Somewhere lost in the fog was the fact that for the Tiger's year ending June 30, 1950, FTL had earned \$500,000 before taxes on a business volume of \$4,964,000, which contained no mili-

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tary lift at all. Slick Airways, the leader in the all-cargo field, has recently yielded its lucrative Navy contract and is concentrating more effort on commercial freight—a move that would prove damaging to the carrier if freight were not a paying proposition.

According to the fog-bound article, some of the freight airlines "have managed to stay in business, and even show a profit, by the interesting device of selling new airplanes . . ." The number of airlines engaged in this practice is one—Slick—and the number of planes sold is also one—Slick's prototype DC-6A, which was sold only after the production models were received and while Slick was already well-established as a money making airline.

Other points and other accusations made in the article can similarly be disputed. How, for instance, can the very carriers who claim that they do not know exactly what it costs to fly freight pin their alleged losses to this one department? Might it not be more accurate to pin them largely on their passenger traffic with its attendant expenditures on food, no-shows, last minute cancellations, luxury items and large scale publicity, virtually none of which bite into airfreight revenues? So important an item also that three of the nation's four certificated all-

cargo carriers carried 53% of the total ton miles flown as opposed to the approximately 35 subsidized carriers who flew the smaller share of the volume appears also to have been overlooked. Such statements as "When they (the cargo airlines) get a full load they take off . . . We (the passenger carriers) have to fly whether we have a full load or not," is, as one carrier stated, "pure balderdash." No airline is required to fly an empty cargo plane when there is no traffic available. When there is no cargo, the carrier's schedule can easily be cancelled on an 'equipment shortage' basis. It may be better at times to fly a plane when it is not economically feasible to do so merely because certain shippers are depending upon a strict adherence to schedule, but such instances are rare, and if not exactly good business, they still constitute good public relations.

We could go on disputing virtually each point as it appeared in The Wall Street Journal, but at this point it would no longer be good sportsmanship. The two authors had undoubtedly started out wanting to give a clear picture of the cargo scene, but ran afoul somewhere and returned with a picture at once distorted, misleading and damaging.

While the injury done the airfreight industry was due it seems to a naive

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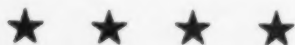
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journalistic approach, full discredit must go to the men within the industry itself who are willing to inflict such injury. What purpose there could be in perpetrating such easily disputable facts lies outside the purpose of this editorial, which wants merely to right an outrageous wrong. Whatever the purpose may be to minimize the achievements of the airfreight industry, it is based on shallow thinking. For one thing, whatever injury has been done can only be temporary. Air cargo, as recent history has proved, will continue to grow despite those people who would hold it back or distort the facts. Air cargo will grow because it is a way of doing business that best ties in with modern economics, logistics and tempo. It will continue to grow and to make money for the airlines and the forwarders because it is bigger than the people who want to hold back the progress—and it has been a tremendous progress—of airfreight transportation.

The men who disparage airfreighting while their firms are expanding their cargo departments are doing both their firms and the industry a disservice. It is wrong of them, from a business standpoint, to walk off in one direction while the airlines forge ahead in another. How much better it would be for all concerned if they gave credit where credit is due: to airfreight transportation, which can be and is profitable to those who most earnestly endeavor to make it profitable. Better and certainly a good deal more honest.



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DISSENTING OPINION

(Continued from page 10)

means that he gets immediate notification. If, on the other hand, the expectant buyer holds legitimately his copy of the Bill of Lading he must still await arrival of the goods, and negotiability means that he must check that the shipment has arrived, whereas the consignee of non-Negotiable Airwaybill shipments is notified when



his goods arrive. If the owner of a Negotiable Bill of Lading fails to call for the details of arrival nobody notifies him of the arrival since nobody knows who is going to take up the goods.

What happens if a negotiable document is lost or delayed? Nobody gets the goods until the contract is checked and renewal of authorities is established. What happens with the loss of a non-Negotiable Airwaybill? If the Airwaybill is lost the airline immediately calls for a copy from the uplifting station in order that they can deliver. The airline does not wait for a claim. Time saved again. In no circumstances can anybody suggest that the absence of a Negotiable Airwaybill delays the delivery of air cargo.

We have so far established that the absence of a Negotiable Airwaybill does not make the goods any less safe, nor does it slow down delivery. Perhaps then business cannot be done without it.

I do not want to erect Aunt Sally's for wanton destruction, but it has been suggested that because there is no Negotiable Airwaybill international trade difficulties ensue. The only valid one in this respect is where a buyer agrees to pay against shipped Bill of Lading—and this is neither a matter of negotiability nor of difficulty. The solution is in the clauses of the original

contract of sale. If the exporter has agreed payment against receipt of shipped Bill of Lading and intends to send by air he is entering into difficulty of his own making, for a Bill of Lading is not an Airwaybill and although the shipped Airwaybill is available this will be inadequate in the legal sense and to the letter of the contract. It would be far better if a contract was drawn up realistically to include payment against shipped Bill of Lading or shipped Airwaybill.

How does the absence of the negotiability of an Airwaybill restrict trade? If the payment arrangements agreed that the conclusion of the contract of a sale depended on the use of, or any ramification of, the Negotiable Bill of Lading. It is, therefore, completely within the hands of the shipper to see that his terms of sale are such that they do not make the use of the non-Negotiable Airwaybill impossible, and it is difficult to find any condition of sale which cannot be included in the clauses of the contract of sale to cover the use of the present non-Negotiable Airwaybill. You may ask, what about the case of an importer who will not establish letter of credit or draft in the exporting country to be released against export documents? Surely even the Negotiable Airwaybill would only cover this by the use of the seller's bank in the country of destination in acting as an agent for the seller by releasing the Bill of Lading against payment. Are there not hundreds of cargo agents ready and willing to do exactly the same thing with the present Airwaybill, provided always that the agent is the consignee and the importer is listed as the "also notify" party.

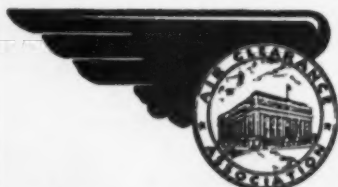
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uments against payment) endorsed Documentary Bill of Exchange procedure could still be used through the agent using the non-Negotiable Airwaybill. As the agent is the consignee there could be no delivery unless authorized by the seller's agent (consignee), which surely is the basis of the D/P Documentary Bill of Exchange system.

Other Reasons

LET us look at the problem from an air transportation point of view. The only reason so far to justify a Negotiable Airwaybill is so that the original buyer may dispose of the goods before he receives them. This was a fundamental reason for the introduction of the Negotiable Bill of Lading. Due to the difference in transport time of the goods on a cargo sailing ship and the Bill of Lading on a mail sailing ship, the buyer was able to dispose of "title" even though the goods were still three months away on the high seas. He was also in a position to meet the market. Examine this within the air transport industry. How much time would a buyer have to negotiate a Negotiable Airwaybill? The document required is a "shipped Airwaybill" and a master's receipt is not sufficient. The shipped Airwaybill is not available until take-off time, although in order to be fair to surface conditions let us say it is available on loading. In air transportation how long is that—one hour or half-an-hour? How long is it in surface transport—five days or one day? Whatever it is there is no time in air transport to get the Negotiable Airwaybill certified, "shipped" and passed to the shipper so that he may make it available for despatch

to destination attached to his Documentary Bill of Exchange before the goods take-off from the airport of departure. Even if the shipper waits at the airport for his "shipped Negotiable Airwaybill" and does in fact receive it one hour before take-off and he has his Bills of Exchange ready for the documents to be attached, it is doubtful if he could catch the mail despatch to be loaded on the same aircraft as his cargo. Assuming he did catch the mail despatch on the same plane as his cargo, the goods would

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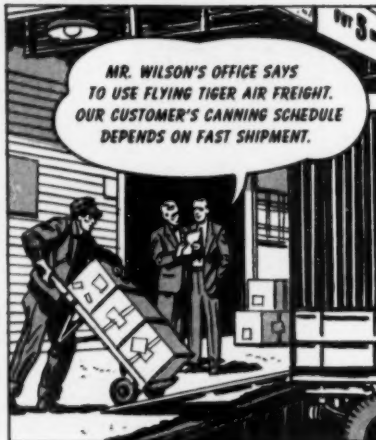
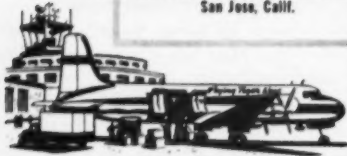
*Miami to Panama over the routes of Pan American World Airways.



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be landed at destination at the same time as the mail and the buyer would get his documents in the mail delivery after the goods had arrived, but by that time the consignee could have been notified by telephone of the arrival of the goods if a non-Negotiable Airwaybill was used. There is, therefore, no time in which to arrange re-sale of the Negotiable Airwaybill unless, and this is the important point, it is agreed that the goods can wait unclaimed in the airline's import warehouse. From a businessman's point of view this may be quite good business if he anticipates some alteration in the market conditions of those goods, but I offer you two thoughts from an air transport point of view. Firstly, can we agree that it is a good thing to develop air transport so that our warehouses are bulging with unclaimed cargo; and secondly, who wants to send by air if the goods are to sit in the warehouse at destination while the Negotiable Airwaybill is bought and sold? The answer to the first question is, certainly not air transporters, and to the second, nobody, unless carriage by air is cheaper than carriage by surface. On the second point, nobody can expect air cargo to be so cheap as to create such conditions, for even if the cost of transport was lower there would be a premium on speed of delivery if not on handling care.

In fact, is the absence of a Negotiable Airwaybill a problem in carriage by air or only in the imagination of the staunchest diehard?

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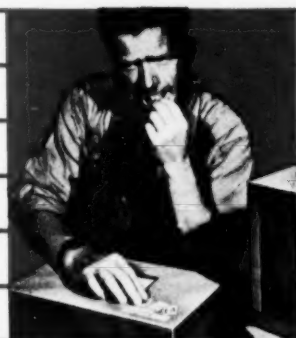
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